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# UTILITY PATENT APPLICATION TRANSMITTAL

Attorney Docket No 18584-00002  
First Inventor Identified as Atty Dkt No 18584-00002  
Title METHODS AND SYSTEMS FOR LEASING EQUIPMENT  
Express Mail Label No. EL048588815US

## APPLICATION ELEMENTS

See MPEP chapter 600 concerning utility patent application contents.

## ADDRESS TO

Assistant Commissioner for Patents  
Box Patent Application  
Washington, DC 20231

1. ☒ Fee Transmittal Form (e.g., PTO/SB/17)  
(Submit an original, and a duplicate for fee processing)
2. ☐ Applicant claims small entity status.  
See 37 CFR 1.27
3. ☒ Specification (Preferred arrangement set forth below) [Total Pages 57]  
- Descriptive title of the Invention  
- Cross References to Related Applications  
- Statement Regarding Fed sponsored R & D  
- Reference to Microfiche Appendix  
or a computer program listing appendix  
- Background of the Invention  
- Brief Summary of the Invention  
- Brief Description of the Drawings (if filed)  
- Detailed Description  
- Claim(s)  
- Abstract of the Disclosure
4. ☒ Drawing(s) (35 USC 113) [Total Sheets 57]
5. ☒ Oath or Declaration [Total Pages]  
☐ Newly executed (original or copy)  
☐ Copy from a prior application (37 CFR 1.63(d))  
(for continuation/divisional with Box 17 completed)  
[Note Box 5 below]  
i. ☐ DELETION OF INVENTOR(S)  
Signed statement attached deleting inventor(s) named  
in the prior application, see 37 CFR 1.63(d)(2) and  
1.33(b)
6. ☐ Application Data Sheet See 37 CFR 1.76

7. ☐ CD-ROM or CD-R in duplicate, large table or  
Computer Program(Appendix)
8. Nucleotide and/or Amino Acid Sequence Submission  
(If applicable, all necessary)  
a. ☐ Computer Readable Form  
b. Specification Sequence Listing on  
i. ☐ CD-ROM or CD-R (2 copies); or  
ii. ☐ paper  
c. ☐ Statements verifying identity of above copies

## ACCOMPANYING APPLICATION PARTS

9. ☐ Assignment Papers (cover sheet & document(s))
10. ☐ 37 CFR 3.73(b) Statement ☐ Power of Attorney  
(when there is an assignee)
11. ☐ English Translation Document (if applicable)
12. ☐ Information Disclosure ☐ Copies of IDS  
Statement (IDS)/PTO-1449 Citations
13. ☐ Preliminary Amendment
14. ☒ Return Receipt Postcard (MPEP 503)  
(Should be specifically itemized)
15. ☐ Certified Copy of Priority Document(s)  
(If foreign priority is claimed)
16. ☒ Other. Certificate of Mailing by Express Mail

17. If a CONTINUING APPLICATION, check appropriate box and supply the requisite information below and in a preliminary amendment, or in an Application Data Sheet under 37 CFR 1.76:

☐ Continuation ☐ Divisional ☐ Continuation-in-part (CIP) of prior application No. \_\_\_\_\_  
Prior application information Examiner \_\_\_\_\_ Group/Art Unit \_\_\_\_\_

For CONTINUATION OR DIVISIONAL APPS only The entire disclosure of the prior application, from which an oath or declaration is supplied under Box 5b, is considered a part of the disclosure of the accompanying continuation or divisional application and is hereby incorporated by reference The incorporation can only be relied upon when a portion has been inadvertently omitted from the submitted application parts

## 18. CORRESPONDENCE ADDRESS

☐ Customer Number or Bar Code Label or ☒ Correspondence address below



ATTORNEY NAME	John S. Beulick				
ADDRESS	Armstrong Teasdale, LLP One Metropolitan Sq., Suite 2600				
CITY	St. Louis	STATE	MO	ZIP CODE	63102
COUNTRY	US	TELEPHONE	314-621-5070	FAX	314-621-5065

Name (Print/type)	John S. Beulick	Registration No. (Attorney/Agent)	33,338
Signature	[Signature]		Date November 28, 2000

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**FEE TRANSMITTAL**  
**for FY 2001**

Patent fees are subject to annual revision

**Complete If Known**

Application Number

Filing Date

First Named Inventor

Identified by Atty. Dkt No 18584-00002

Group Art Unit

Examiner Name

TOTAL AMOUNT OF PAYMENT

\$2,170.00

Attorney Docket Number

18584-00002

**METHOD OF PAYMENT (check one)**

- 1.
- ☒
- The Commissioner is hereby authorized to charge indicated fees and credit any over payments to

Deposit  
Account  
Number

01-2384

Deposit  
Account  
Name

- ☒
- Charge Any Additional Fee Required
- 
- Under 37 CFR 1.16 and 1.17
- 
- ☐
- Applicant claims small entity status.
- 
- See 37 CFR 1.16 and 1.17

- 2.
- ☐
- Payment Enclosed:

☐ Check ☐ Credit Card ☐ Money Order ☐ Other**FEE CALCULATION****BASIC FILING FEE**

Large Fee Code	Entity Fee (\$)	Small Fee Code	Entity Fee (\$)	Fee Description	Fee Paid
103	710	201	355	Utility Filing Fee	710.00
106	320	206	160	Design Filing Fee	
107	480	207	245	Plant Filing Fee	
108	710	208	355	Reissue filing Fee	
114	150	214	75	Provisional Filing Fee	
SUBTOTAL (1)					710.00

**EXTRA CLAIM FEES**

				Extra Claims		Fee From Below		Fee Paid
Total Claims	70	-20**	50	x		18.00	=	900.00
Independent Claims	10	-3*	7	x		80.00	=	560.00
Multiple Dependant				x			=	
Large Fee Code	Entity Fee (\$)	Small Fee Code	Entity Fee (\$)	Fee Description				
103	18	203	9	Claims in excess of 20				
102	80	202	40	Independent claims in excess of 3				
104	270	204	135	Multiple dependent claim, if not paid				
109	80	209	40	**Reissue independent claims over original patent				
110	18	210	9	**Reissue claims in excess of 20 and over original patent				

\*\*or number previously paid, if greater, For Reissues, see above

**FEE CALCULATION (continued)****3 ADDITIONAL FEES**

Large Fee Code	Entity Fee (\$)	Small Fee Code	Entity Fee (\$)	Fee Description	Fee Paid
105	130	205	65	Surcharge - late filing fee or oath	
127	50	227	25	Surcharge-late provisional filing fee or cover sheet	
139	130	139	130	Non-English specification	
147	2520	147	2520	For filing a request for ex parte reexamination	
112	920*	112	920*	Requesting publication of SIR prior to Examiner action	
113	1840*	113	1840*	Requesting publication of SIR after Examiner action	
115	110	215	55	Extension for reply within first month	
116	390	216	195	Extension for reply within second Month	
117	890	217	445	Extension for reply within third month	
118	1390	218	695	Extension for reply within fourth month	
128	1890	228	945	Extension for reply within fifth month	
119	310	219	155	Notice of Appeal	
120	310	220	155	Filing a brief in support of an appeal	
121	270	221	135	Request for oral hearing	
138	1510	138	1510	Petition to institute a public use proceeding	
140	110	240	55	Petition to revive - unavoidable	
141	1240	241	620	Petition to revive - unintentional	
142	1240	242	620	Utility issue fee (or reissue)	
143	440	243	220	Design issue fee	
144	600	244	300	Plant issue fee	
122	130	122	130	Petitions to the Commissioner	
123	50	123	50	Petitions related to provisional applications	
126	240	126	240	Submission of Information Disclosure Stmt	
581	40	581	40	Recording each patent assignment per property (times number of properties)	
146	710	246	355	Filing a submission after a final rejection (37-CFR 1.129(a))	
149	710	249	355	For each additional invention to be examined (37 CFR 1.129(b))	
179	710	279	355	Request for Continued Examination (RCE)	
169	900	169	900	Request for expedited examination of a design application	
Other fee (specify)					

\*Reduced by Basic Filing Fee Paid SUBTOTAL (3) \$ 0.00

**SUBMITTED BY**

Name (Print/Type)

John S. Beulick

Registration No.  
(Attorney/Agent)

33,338

Complete (if applicable)

Telephone

314-621-5070

Signature

Date

November 28, 2000

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## METHODS AND SYSTEMS FOR LEASING EQUIPMENT

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### BACKGROUND OF THE INVENTION

This invention relates generally to methods and systems for facilitating transactions relating to equipment leases and more particularly to methods and systems for facilitating customer initiation, selection, analysis, approval, and closing of a lease transaction.

Operators sometime determine that leasing particular equipment is more economical than purchasing the equipment. For example, operators of commercial aircraft fleets and even smaller aircraft sometimes determine that leasing aircraft, or aircraft engines, is more economical than purchasing the equipment. Owners of aircraft fleets, therefore, lease aircraft to commercial aircraft operators and other operators for use.

In leasing aircraft, for example, a higher rate of return is achieved by ensuring that upon expiration of a current lease for a particular aircraft, a subsequent lease is in place for that aircraft. Managing a fleet of aircraft, including ensuring that the desired aircraft are available according to the lease terms and optimizing the rate of return, requires close coordination of numerous aircraft leases and aircraft maintenance requirements.

In addition, lease transactions related to equipment such as engines and aircraft typically require weeks, if not months, to close and are highly paper intensive. For example, and with respect to aircraft leases, a potential customer typically must be educated regarding the various aircraft and options which satisfy the customer mission requirements. The potential customer then typically wants to understand the different lease terms that apply to each aircraft and option. Identifying the many different aircraft and options that satisfy the customer mission requirements, and then

determining the lease terms that apply to each identified aircraft and option, typically is time consuming.

The process of identifying the many different aircraft and options that satisfy the customer mission requirements also is highly dependent on the experience of the sales person having responsibility for the particular customer. For example, a more experienced sales person who has handled many lease transactions may be able to identify a wider variety of aircraft and options that satisfy the customer mission requirements than a newly hired sales person.

Once the customer has finalized the aircraft selections, a term sheet, or letter of intent, typically is created so that a clear understanding is developed on key terms to be included in a definitive lease. The term sheet typically is created by the responsible sales person and is reviewed by a lawyer. In an organization having many different sales people creating term sheets for a high volume of lease transactions, there may not be consistency with respect to the form and terms contained in the term sheets. Since the term sheets are used in generating definitive leases, the wide array of term sheet forms and terms does not facilitate efficiency in generating the definitive lease. For example, simply locating key lease terms on the many different term sheet forms used by the sales people can be a time consuming task.

#### BRIEF SUMMARY OF THE INVENTION

Systems and methods that facilitate both customer and fleet manager productivity from selection of particular equipment desired to be leased through delivery are described herein. In one exemplary embodiment, the system includes a server having a database for storing data relating to an aircraft fleet. The stored data includes specific information relating to aircraft in the fleet, as well as terms of existing leases for those aircraft in the fleet then currently leased. The system is accessible to the customer via a network such as a wide area network, e.g., an extranet accessible via the Internet, so that the customer can query the database and identify aircraft that meet specific mission requirements.

More specifically, once a customer logs onto the system, the system prompts the customer, e.g., via a display, to enter information relating to a type of transaction desired to be completed. The transaction can, for example, be a new lease, an extension of a current lease, or a sale and lease back transaction. Once the customer selects a type of transaction to be completed, the system then obtains, e.g.,



via the display that prompts the customer for inputs, additional information based on the transaction type.

Once the required information has been obtained, then the marketing executive generates a term sheet using the data input into the system database by the customer. Specifically, the marketing executive queries the data base to determine whether the customer has selected a particular aircraft for lease and for specific lease terms acceptable to the customer. Then, using a deal management sub-system, the marketing executive generates a term sheet by populating a pre-defined term sheet with data stored in the database.

The system facilitates meeting customer requirements in that a customer can readily select, via the system, multiple aircraft desired for lease without requiring involvement of the marketing executive. Such selections can be made by the customer any time, anywhere, at the customer's convenience. Once the customer submits the selections, the marketing executive then initiates and actually prepares the term sheets for the aircraft based on the actual customer selections. The system also is not dependent upon the experience of the marketing executive, which facilitates efficient and uniform generation of term sheets and lease contracts.

The system also facilitates managing a fleet of aircraft so that a second lease is in place for an aircraft upon expiration of a first lease. For example, a customer can determine availability of aircraft that meet the customer criteria and the customer can request a term sheet for such aircraft that requires delivery upon expiration of the current lease.

## BRIEF DESCRIPTION OF THE DRAWINGS

Figure 1 is a flow chart illustrating process steps for generating a term sheet;

Figure 2 is a block diagram of a client - server system;

Figure 3 is a block diagram of a network based system;

Figure 4 is a block diagram illustrating network connectivity;

Figure 5 is a flow chart illustrating process steps for generating terms sheets for a new lease, a lease extension, and a sale and lease back transaction;

Figure 6 is an exemplary screen shot of a home page for a deal room relating to aircraft leases;

Figure 7 is an exemplary screen shot of a page for displaying and obtaining information relating to a lease extension;

5               Figure 8 is an exemplary screen shot of a page for displaying and obtaining information relating to aircraft;

Figure 9 is an exemplary screen shot of a page for displaying results of searching for an aircraft specified on the page illustrated in Figure 8;

10             Figure 10 is an exemplary screen shot of a technical specification page for an aircraft listed on the page illustrated in Figure 9;

Figure 11 is an exemplary screen shot of a delivery conditions page for an aircraft listed on the page illustrated in Figure 9;

15             Figure 12 is an exemplary screen shot of a technical requirements page, which may displayed as a sub-window after a customer selects Request Term Sheet, for an aircraft listed on the page illustrated in Figure 9;

Figure 13 is an exemplary screen shot of a confirmation page which may be displayed after submitting a request for a term sheet via the page illustrated in Figure 8;

20             Figure 14 is an exemplary screen shot illustrating the purchase/lease back process;

Figure 15 is an exemplary screen shot illustrating a new request/amend old request page;

Figure 16 is an exemplary screen shot illustrating a search result page;

25             Figure 17 is an exemplary screen shot of a page for entering aircraft types;

Figure 18 is an exemplary screen shot of a page for entering aircraft details.

Figure 19 is an exemplary screen shot of a continuation of the page shown in Figure 18;

Figure 20 is an exemplary screen shot of a page for entering aircraft conditions;

5           Figure 21 is an exemplary screen shot of a continuation of the page shown in Figure 20;

Figure 22 is an exemplary screen shot of a continuation of the page shown in Figure 21;

10           Figure 23 is an exemplary screen shot of a page for entering engine conditions;

Figure 24 is an exemplary screen shot of a continuation of the page shown in Figure 23;

Figure 25 is an exemplary screen shot of a continuation of the page shown in Figure 24;

15           Figure 26 is an exemplary screen shot of a page for entering proposed lease conditions and to request a term sheet;

Figure 27 is an exemplary screen shot of a continuation of the page shown in Figure 26;

20           Figure 28 is an exemplary screen shot of a continuation of the page shown in Figure 27;

Figure 29 is an exemplary screen shot of a page for requesting a term sheet;

Figure 30 is an exemplary screen shot of a continuation of the page shown in Figure 29;

25           Figure 31 is an exemplary screen shot of a page for editing address information;

Figure 32 is an exemplary screen shot of a continuation of the page shown in Figure 31;

Figure 33 is an exemplary screen shot of a customer view query page;

Figure 34 is an exemplary screen shot of a customer view query page including a display of search results;

Figure 35 is an exemplary screen shot of a full search query page;

5                Figure 36 is an exemplary screen shot of a query page for facilitating management of customers;

Figure 37 is an exemplary screen shot of a page for searching for customer requests on a purchase lease back transaction;

Figure 38 is an exemplary screen shot of a search results page;

10              Figure 39 is an exemplary screen shot of a page for saving partially completed requests;

Figure 40 is an exemplary screen shot of a page for prompting a marketing executive to select a customer for information relating to letters of intent;

15              Figure 41 is an exemplary screen shot of a page for displaying the results of searching for information selected via the page illustrated in Figure 40;

Figure 42 is an exemplary screen shot of a page for displaying the results of searching for information selected via a page identical to the page illustrated in Figure 40 except for an aircraft specific lease agreement (ASLA) rather than a letter of intent;

20              Figure 43 is an exemplary windows based data input display for selecting a particular deal for generation of a letter of intent via a deal management sub-system;

Figure 44 is an exemplary display of deal details generated after a marketing executive selects a particular deal via the display shown in Figure 43;

25              Figure 45 is an exemplary display of a letter of intent generated after a marketing executive selects "Generate TS" via the display shown in Figure 44;

Figure 46 is an exemplary display of a contracts room;

Figure 47 is an exemplary display of tasks;

Figure 48 is an exemplary display of a calendar;

Figure 49 is an exemplary screen shot of a home page for a deal room relating to aircraft engine leases;

5           Figure 50 is an exemplary screen shot of a page for displaying and obtaining information relating to an engine lease extension;

Figure 51 is an exemplary screen shot of a page for displaying and obtaining information relating to engines;

10           Figure 52 is an exemplary screen shot of a page for displaying results of searching for an engine specified on the page illustrated in Figure 51;

Figure 53 is an exemplary screen shot of a page for confirming contact details;

Figure 54 is an exemplary screen shot of a page for selecting customer information to view;

15           Figure 55 is an exemplary screen shot of a page for displaying search results from the search request specified on the page illustrated in Figure 54;

Figure 56 is an exemplary screen shot of a full search query page for aircraft engines; and

20           Figure 57 is an exemplary screen shot of a page for managing a customer.

## DETAILED DESCRIPTION OF THE INVENTION

25           Set forth below is a description of exemplary methods and systems for facilitating, and closing, lease transactions. While the methods and systems are sometimes described in the context of leases for aircraft and leases for engines, the methods and systems are not limited to practice in connection with only aircraft and engines. The methods and systems can be used, for example, in connection with leases for automobiles, rail cars, barges, and many other different types of equipment.

Figure 1 is a flow chart illustrating process steps for generating a term sheet. The term “term sheet” as used herein refers to a summary, in electronic and/or printed form, of key business provisions intended to be included in a complete and fully executed contract. The term “term sheet” is used herein interchangeably with the term “letter of intent”. As with a term sheet, a letter of intent is a summary, in electronic and/or printed form, of key business provisions intended to be included in a complete and fully executed contract. A term sheet differs from a letter of intent in that a term sheet typically is in outline form, and a letter of intent typically is in letter form.

Referring now specifically to Figure 1, and in one exemplary embodiment of a system for generating a term sheet, after a customer logs into the system 2, the system prompts the customer, e.g., via a display that prompts the customer for inputs, to enter information relating to a type of transaction desired to be completed 4. The transaction can, for example, be a new lease, an extension of a current lease, or a sale and lease back transaction. Of course, the system is not limited to any one specific type of transaction. Once the customer inputs information relating to a type of transaction to be completed, the system then obtains, e.g., via a display that prompts the customer for inputs, additional information based on the transaction type 6. The particular information required by the system to generate a term sheet is dependent upon the specific type of transaction. Once the required information has been obtained, a term sheet can then be generated 8.

Set forth below are details regarding exemplary hardware architectures (Figures 2 and 3), an exemplary process flow chart illustrating processing for various types of transactions (Figure 5), exemplary screen shots displayed by the exemplary system to a customer desiring a term sheet (Figures 6 – 33), exemplary screen shots displayed to customer for facilitating preparation of the term sheet (Figures 34 – 43), exemplary displays in a windows based deal management system for generating the term sheet (Figures 44 – 49), and exemplary screen shots of an aircraft engine system (Figures 50 – 58). In addition, an exemplary data scheme is set forth Appendix 1, and an exemplary term sheet is set forth in Appendix 2. Although specific exemplary embodiments of methods and systems for generating term sheets are described herein, the methods and systems are not limited to such specific exemplary embodiments.

## Hardware Architecture

Figure 2 is a block diagram of a system 10 that includes a server sub-system 12, sometimes referred to herein as server 12, and a plurality of customer devices 14 connected to server 12. In one embodiment, devices 14 are computers including a web browser, and server 12 is accessible to devices 14 via a network such as an intranet or a wide area network such as the Internet. In an alternative embodiment, devices 14 are servers for a network of customer devices.

Devices 14 are interconnected to the network, such as a local area network (LAN) or a wide area network (WAN), through many interfaces including dial-in-connections, cable modems and high-speed lines. Alternatively, devices 14 are any device capable of interconnecting to a network including a web-based phone or other web-based connectable equipment. Server 12 includes a database server 16 connected to a centralized database 18. In one embodiment, centralized database 18 is stored on database server 16 and is accessed by potential customers at one of customer devices 14 by logging onto server sub-system 12 through one of customer devices 14. In an alternative embodiment centralized database 18 is stored remotely from server 12.

Figure 3 is a block diagram of a network based system 22. System 22 includes server sub-system 12 and customer devices 14. Server sub-system 12 includes database server 16, an application server 24, a web server 26, a fax server 28, a directory server 30, and a mail server 32. A disk storage unit 34 is coupled to database server 16 and directory server 30. Servers 16, 24, 26, 28, 30, and 32 are coupled in a local area network (LAN) 36. In addition, a system administrator work station 38, a work station 40, and a supervisor work station 42 are coupled to LAN 36. Alternatively, work stations 38, 40, and 42 are coupled to LAN 36 via an Internet link or are connected through an intranet.

Each work station 38, 40, and 42 is a personal computer including a web browser. Although the functions performed at the work stations typically are illustrated as being performed at respective work stations 38, 40, and 42, such functions can be performed at one of many personal computers coupled to LAN 36. Work stations 38, 40, and 42 are illustrated as being associated with separate functions only to facilitate an understanding of the different types of functions that can be performed by individuals having access to LAN 36.

Server sub-system 12 is configured to be communicatively coupled to various individuals or employees 44 and to third parties, e.g., customer, 46 via an ISP Internet connection 48. The communication in the exemplary embodiment is illustrated as being performed via the Internet, however, any other wide area network (WAN) type communication can be utilized in other embodiments, i.e., the systems and processes are not limited to being practiced via the Internet. In addition, and rather than a WAN 50, local area network 36 could be used in place of WAN 50.

In the exemplary embodiment, any employee 44 or customer 46 having a work station 52 can access server sub-system 12. One of customer devices 14 includes a work station 54 located at a remote location. Work stations 52 and 54 are personal computers including a web browser. Also, work stations 52 and 54 are configured to communicate with server sub-system 12. Furthermore, fax server 28 communicates with employees 44 and customers 46 located outside the business entity and any of the remotely located customer systems, including a customer system 56 via a telephone link. Fax server 28 is configured to communicate with other work stations 38, 40, and 42 as well.

Figure 4 is a block diagram illustrating network connectivity. As shown in Figure 4, a first country network 60 and a second country network 62 are interconnected by a global network 64. First network 60 includes a server 66 and a database 68 storing information related to aircraft. Second country network 62 includes a web server 70 as well as a Quickplace application 72 so that a customer 74, who accesses second country network 62 via a wide area network 76 such as the Internet, can post requests and other information in a shared environment.

Although the servers are illustrated in Figure 4 as being geographically remote, the server functionality can be combined into one centrally located server. As used herein, therefore, the term server includes both a single server as well as interconnected distributed servers.

In one specific exemplary embodiment, the following commercially available hardware and software are utilized: Web Server platform Windows NT 4.0 SP 5; Database Server platform Windows NT 4.0; Internet Information Server (IIS) 4.0; Microsoft Transaction Server (MTS); COM objects using VB 6.0 dlls; Active Server Pages 3.0; JScript 5.0; VBScript 5.0; and Database Oracle 7.3.4. The extranet site operates under IE 4.0 and Netscape 4.0.



## Data Schema

In an exemplary embodiment, data is stored in the database in accordance with the data schema set forth in Appendix 1. Information regarding each customer, as well as information regarding each aircraft in the aircraft fleet is contained in the database. Of course, the data can be stored in many different forms using many different structures, and the data schema set forth in Appendix 1 illustrates just one form and structure for the data.

More particular, and referring to Appendix 1, data regarding each query made by a customer (Availability\_Query), required customer delivery information(Required\_del\_dates), and the results of each query search (Result\_of\_Query) are stored in the database. Additional information relating to each specific customer such as the specified aircraft configuration (Customer\_Configuration) and general customer information (CUST\_EXEC) also is stored in the database.

Fleet information such as the data specified under the headers World\_Fleet and DSS\_ENQ is stored in the database. Further, aircraft availability information (AVAILABILITY) is stored in the database.

## Process Flow

Figure 5 is a flow chart illustrating process steps for generating term sheets for a new lease, a lease extension, and a sale and lease back transaction. Prior to executing the process illustrated in Figure 5, the database for the aircraft in the existing fleet is built and incorporated into the system. Such data is used, as described below in more detail, to identify aircraft which match customer requirements as well as to enable a customer to view data regarding the existing customer fleet.

More specifically, and referring to Figure 5, after logging a customer into the system, the system prompts a customer to select whether to choose a new lease, a lease extension, or a purchase lease back transaction. The login process validates a customer (e.g., matches the login name and password to login names and passwords pre-stored in the database) and only registered customers have access to the site. A new customer applies for a registration for the site.

Once the customer information is validated, if the customer selects new lease, then the system prompts the customer to obtain aircraft criteria, lease

requirements, and additional data relating to the new lease transaction 88. The data input by the customer is used by the system to build the portion of the database for the customer query. The availability requests submitted by the customer are stored in the database to provide the customer an option to re-query on his previous searches, and to allow the marketing executive to keep track of customer requests and behavior.

Once the required data has been input, the system then matches 90 the criteria, lease requirements, and additional data to aircraft in the fleet. In addition, an email is sent to the appropriate marketing executive with the customer details, query number, and all other related information entered in the search page. The email contains a link to the site.

The system compares the input data with data regarding each aircraft in the fleet to determine exact as well as near matches that satisfy the customer requirements. In one specific exemplary embodiment, only an exact match on aircraft type and series is required for an aircraft to be returned. The following rules are used in the specific exemplary embodiment when evaluating search criteria.

1. Only aircraft selected as being available by the fleet manager can be returned by the search. If the exact match is not available in the specified delivery date, matches in nearest available months are displayed.

2. For each aircraft viewable by the customer, a country may be identified into which that aircraft may not be leased. One such country can be identified per aircraft. Rather than a specific country, the restriction can apply to a region or country such as EU for Eurocontrol restricted aircraft.

3. For each aircraft, a tax based restriction may be specified. One such restriction can be specified per aircraft. The restriction will take the form of a geographical region, e.g, North America, Europe.

4. Engine Type and Thrust drop down list is populated depending on the Aircraft Type and Series selected.

5. EFIS or non EFIS is visible depending on the Aircraft Type selected. This option is applicable only for MD80 and B737 type aircraft.

6. If new aircraft is selected, the date of manufacture is not viewable by the customer.

7. For each customer, a number of aircraft to be displayed may be specified. The maximum number of aircraft returned to the customer as a result of a query can vary by customer and will initially be set to 3 aircraft for each delivery date and not more than 6, per query, for each customer.

8. MTOW is a drop down box populated with the most popular weights for the aircraft type selected.

A weighting system is used to match the selection criteria and the available aircraft. The weighting system takes into account the number of criteria which an aircraft matches and the relative importance of each criteria. If the tax based restriction comes into effect for a particular aircraft, that aircraft is given a weighting which puts it last on the list of aircraft to be offered to the customer. This restriction does not apply where the aircraft is a wide body aircraft. Further details regarding an exemplary weighting system are set forth below.

Once the search is complete, the search results are displayed 92 to the customer. Where more than 3 aircraft match the mandatory criteria, and if only 3 aircraft are to be displayed to the customer, the 3 aircraft with the highest weighting are presented to the customer. The display of aircraft found in the search, in the exemplary embodiment, is color-coded. For example, each returned aircraft having attributes which match the customer criteria are displayed in white, and those that do not match are displayed in yellow. The search results include the basic aircraft information (e.g., type and series, serial number, date of manufacture, galley type, MTOW, availability date).

In addition to displaying the search results, the customer is given the option to view the technical specification for the listed aircraft, to view the delivery conditions for the listed aircraft, and to request a term sheet for the listed aircraft. If the request a term sheet option is selected 94, the customer is presented with a screen which prompts the customer for additional information necessary to prepare the term sheet. The additional information includes, for example, technical requirements which vary from the technical specification, required lease term, expected hour to cycle ratio, expected annual utilization, and country of registration. The customer can also make further comments / clarifications in a comment box when requesting a term sheet, as well as confirm contact details. The customer then exits the site, or returns to perform another transaction.

Each customer term sheet request is stored in the database, and an email is sent to a technical project manager for comment on feasibility, lead times and cost estimate for additional technical requirements, a marketing executive detailing the request (includes the customer details, search criteria and the aircraft returned in response to that search), and to the customer acknowledging the inquiry, assigning a transaction number to the term sheet request, and confirming that a response would be issued within a specified time frame 96.

Rather than performing a new lease transaction 82, a customer may elect to perform a lease extension transaction 84. Generally, this transaction is for extending the term of an existing lease. Upon selecting lease extension, the customer is presented with a screen listing the customer existing fleet with current lease termination dates for each aircraft 98. Each aircraft listing includes a drop down box which allows the customer to enter the new desired lease termination date 100 for the aircraft and an option allowing the customer to request a term sheet for an extension to the new date 102. If a term sheet is requested 102, then a term sheet may be generated 104 as described below.

A customer may also elect to perform a purchase lease back transaction 86. The system prompts the customer to obtain information on the aircraft to be purchased 106, and also provides the customer with pages to enable the customer to input lease information 108. If the customer requests a term sheet 110, then a term sheet may be generated 112 as described below.

#### Exemplary Customer Viewable Screen Shots

To implement the process described above, many variations of particular screens viewable by a customer can be utilized. The following description refers to one set of screens that can be used to prompt a customer to make the necessary inputs to enable the system to generate a term sheet. Of course, many variations of such screens are possible.

Referring now again specifically to the drawings, Figure 6 is an exemplary screen shot of a home page for a deal room relating to aircraft leases. Each customer has a custom home page that displays the name of the particular authorized individual and customer name. Once the customer logs into the system, the system displays the deal room screen shown in Figure 6. The customer can then select specific proposals, deals, account status information, and maintenance reserves to

view. Additionally, the customer can link to related sites or view extranet security features.

If the customer select “Extend Existing Aircraft” under “Request a Proposal”, then the screen shown in Figure 7 is displayed. Specifically, the customer is presented with a screen listing the customer existing fleet with current lease termination dates for each aircraft. Each aircraft listing includes a drop down box (New Expiry Date) which allows the customer to enter the new desired lease termination date for the aircraft. The customer can also select “Request Extension Term Sheet”. If the customer does select a term sheet, then the screen (see, e.g., Figure 12) is displayed so that the customer can confirm contact information.

If, at the deal room page illustrated in Figure 6, the customer selects “Seek Additional Aircraft”, then the screen shown in Figure 8 is displayed to the customer. This screen enables the customer to enter, or specify, aircraft criteria, lease delivery requirements, and additional data. Drop down boxes are provided to facilitate customer entry of the data. The specific criteria, delivery requirements, and additional data illustrated in Figure 8 can, of course, vary from the illustrated criteria, delivery requirements, and additional data. Certain fields are designated as required fields, such as aircraft type, engine type, and first delivery month. With the screen shown in Figure 8, a customer can select any number of aircraft for delivery that meet the criteria and additional data, and the customer can select the number of aircraft desired to be delivered in select delivery months.

Once the customer makes selections as shown in Figure 8, the customer can then select submit. The system then attempts to identify aircraft in the fleet which match the customer entered data. The matching process is described above. The search results are then displayed as shown in Figure 9. For each aircraft found in the search, the search results include the aircraft type and series, serial number, date of manufacture, galley type, MTOW, and availability date. The customer is given the option to view the technical specification for the listed aircraft, to view the delivery conditions for the listed aircraft, and to request a term sheet for the listed aircraft.

If the customer selects Technical Specification, then the screen shown in Figure 10 is displayed for the specific aircraft. The data for the technical specification is pre-stored in the database and provides the customer with additional

technical details than displayed with the inquiry results. The technical specifications can be printed from the screen and saved by the customer as a word document.

5 If the customer selects Delivery Condition, then the screen shown in Figure 11 is displayed for the specific aircraft. For used aircraft, the delivery conditions typically are based on the contract re-delivery requirements of an existing lease. The data for the delivery conditions is pre-stored in the database and provides the customer with additional delivery details than displayed with the inquiry results. The delivery conditions can be printed from the screen and saved by the customer as a word document.

10 If the customer selects Request Term Sheet, then a technical requirements screen is displayed by the system as a pop-up screen, or sub-window. An exemplary technical requirements screen is shown in Figure 12. As shown in Figure 12, a customer can confirm the data for the required fields, and can make desired changes. The customer can also identify other issues in the additional comments box. Once the customer has reviewed the required field information and made additional comments, if needed, the customer can then select "Ok", "Reset", or "Cancel". If the customer selects cancel, then the system returns to displaying the inquiry results. If the customer selects reset, then the technical requirements specified on the screen in Figure 12 are cleared and the customer can make new selections. If the customer selects Ok, then processing proceeds so that the screen illustrated in Figure 13 is displayed by the system.

20 As shown in Figure 13, the customer is prompted to review the customer information to verify that the information is correct. The data displayed on this screen is pre-stored in the system database. The customer can make changes to the data, and then selects "Submit Request". The customer can then exit the site, or perform further transactions by making the appropriate selection on the navigation bar.

30 Upon receipt of the "Submit Request", the system sends emails to a technical project manager for comment on feasibility, lead times and cost estimate for additional technical requirements, to a marketing executive detailing the request (includes the customer details, search criteria and the aircraft returned in response to that search), and a fleet manager for the allocation decision, and to the customer acknowledging the inquiry, assigning a transaction number to the term sheet request, and confirming that a response would be issued within a specified time frame.

Figure 14 is an exemplary screen shot illustrating the purchase/lease back process. At the illustrated page, a process map is shown which contains hyperlinks to the other steps in the process. Only process steps which have been started or completed have hyperlinks. The process step that the customer is currently on is shown in red and all other process steps are in blue. The customer will be presented with three options.

1. Request New Purchase / Lease Back: If the customer selects this link the system proceeds directly to the screen shot illustrated in Figure 17 to start the Purchase Lease / Back process.

2. Review / Amend Old Request: The customer can select the link to 'Review / Amend Old Requests' to locate all prior requests. The customer will also be presented with two options to filter searches on this page - - time period and request ID number. Time period allows the customer to filter how far back they wish to look for old Purchase / Lease Back requests. Also, the customer will have given an ID number when they made previous requests. Only ID numbers relevant to this customer will be displayed in the drop down box. The customer can select one or more ID numbers using the control key. Once the customer has selected the search options (or not) and clicked on the link, processing proceeds to the screen shot shown in Figure 16.

3. View Purchase / Lease Back Process: This option takes the customer to a page which has a graphical outline of the Purchase / Lease Back Process.

Figure 15 is an exemplary screen shot of a page for a new request / amend old request. If the customer selects Purchase / Lease Back on the page illustrated in Figure 14, the customer is sent to this page. On this page there is a graphical presentation of the high level on line Purchase / Lease Back process. If the customer elects to click on any of the process steps they will be posted to a page which will have a written and graphical representation of what happens both on line and offline at that process step. At the bottom of the page there is a link that takes the customer to the first step of the Purchase / Lease Back process.

Figure 16 illustrates an exemplary screen shot of a page for displaying search results. The system returns all prior requests that match the customers search

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selections, and the customer is presented with a high level summary of each request that matches the search parameters.

Request ID Number: This is the ID given to the customer when they either completed a request and requested a term sheet or when they saved a request which had been partially completed.

Asset Types(s): In this box all assets types that were specified in a previous request need to be listed. The asset types are listed by type variant, number e.g., 747-100E x 2, 747-200ER x 3.

Date Request Submitted: This date is the date (GMT) that a Term sheet was requested or a partial request was saved.

At the end of each row a link is provided to the customer that will take the customer to the next step of the process as illustrated in Figure 17. All fields which are filled in are automatically populated. Below the search results the option to search again, i.e., new search, is provided.

Figure 17 is an exemplary screen shot of a page for entering aircraft types. On this page the customer defines the types, models and numbers of each aircraft that they would like to Purchase / Lease Back. A yellow warning triangle is provided against fields that have to be completed. If a field is not completed, or incorrectly completed when the customer selects 'submit', a warning box appears informing the customer which field(s) is / are not completed or incorrect. Only when all fields are correct will the customer be allowed to proceed to the next page.

A 'Save Requested Data' is provided at the top of the page. When this is selected, all data the customer has entered is saved. The customer is then taken to the screen illustrated in Figure 32 where they will be given a ID number which they can use to access the data at another time.

When a customer saves or executes a request, an email is sent to the appropriate marketing representative with the customer details, query no., and all other related information entered in the request page. The email contains a link to the site. This feature can be turned on / off by marketing on a customer-by-customer basis.



The requests submitted by the customer are stored in the database for two reasons. First, to provide the customer an option to re-query on his previous searches and second, to allow tracking of customer requests and behaviour. When the customer clicks on 'Submit', processing proceeds to the screen shown in Figures 18 and 19.

Figures 18 and 19 illustrate an exemplary screen shot of a page for entering aircraft details. The number of columns on this screen is defined by the total number of aircraft that the customer wishes to Purchase / Lease Back. The Aircraft Type and Aircraft Model Fields are automatically populated based on the data that the customer previously entered. All fields that have a drop down box have a predefined list of look up data. The customer selects from the list. When the customer clicks on 'Submit And Go To Aircraft Conditions', processing proceeds to the screen shot shown in Figures 20, 21 and 22.

Figures 20, 21 and 22 illustrate an exemplary screen shot of a page for entering aircraft conditions. The number of columns on this screen is defined by the total number of aircraft that the customer wishes to Purchase / Lease Back. The Aircraft Data Fields is automatically populated based on the data that the customer previously entered. With respect to the conditions date, the customer can enter a date in to indicate when the conditions data is valid. The customer then has the option to attach various files which detail the aircraft technical specifications and conditions. An 'Attach File' button is provided which allows the customer to browse their computer for files.

Below the fields to add files are checklists for the customer to state whether they have attached the appropriate documents. The customer selects one of the options. Each check box is blank until one is selected. All check boxes which have been checked 'Email / Fax / Post' will cause a record to be created as shown in the screen shot illustrated in Figure 26 reminding the customer that they have indicated that they will send this file by an alternative means.

When the customer selects 'Enter Engine Conditions', processing proceeds to the screen shot shown in Figure 23. When the customer selects 'Submit And Go To Lease Conditions', processing proceeds to the screen shot shown in Figure 26.

Figures 23, 24 and 25 illustrate an exemplary screen shot of a page for entering engine conditions. The Aircraft Data Fields are automatically populated based on the data that the customer previously entered. The Engine Conditions Title has a field next to it for the customer to enter a date in. This date indicates when the conditions data was valid.

The customer then has the option to attach various files which detail the engine technical specifications and conditions. An 'Attach File' button is provided which allows the customer to browse computer for files. Below the fields to add files are checklists for the customer to indicate whether the appropriate documents are attached. All check boxes which have been checked 'Email / Fax / Post' will cause a record to be created reminding the customer that they have indicated that they will send this file by an alternative means. If the customer clicks on 'Submit And Return to Aircraft Conditions', the customer is taken back to the screen shot illustrated in Figures 20, 21 and 22.

Figures 26, 27 and 28 illustrate an exemplary screen shot of a page for entering proposed lease conditions and to request a term sheet. The number of columns on this screen is defined by the total number of aircraft that the customer wishes to Purchase / Lease Back. The Aircraft Data Fields are automatically populated based on the data that the customer previously entered. For Lessee Financials, customers can drag files from their desktop or file manager or use the 'browse' button opposite to locate files on their system and then download them into this field. Customers should enter data about their revenue, operating income, total liabilities, equity, total assets, market securities, bank lines available and available cash. Similarly, for Fleet Information, customers can drag files from their desktop or file manager or use the 'browse' button opposite to locate files on their system and then download them into this field. When the customer selects 'Request Term Sheet', processing proceeds to the screen shot illustrated in Figures 29 and 30.

Figures 29 and 30 illustrate an exemplary screen shot of a page for requesting a term sheet. Specifically, on submission of the 'Request Term Sheet', the customer is given an option to confirm contact details and modify the details if required. All these fields are automatically populated from the customer registration database. A transaction number is displayed on this page which the customer can use to access the request at a later date or amend their request. If the customer elects to amend the details, the customer selects 'Edit Contact Details' and processing proceeds

to the screen shot illustrated in Figures 31 and 32. If the customer is satisfied with the contact details, the customer selects 'Submit Request' and processing returns to an extranet login screen.

Each customer Term Sheet request is stored in the database. An email is sent to the technical project manager for comment on feasibility, lead times and cost estimates, the marketing executive detailing the request including the customer details and request details, and to the customer acknowledging the inquiry, assigning a Transaction Number to their Term Sheet Request, and confirming that a response would be issued within a specified time frame

Figures 31 and 32 illustrate a screen shot of a page for editing contact information. If the customer elects to amend the contact details, such changes can be made on this page. Once the customer is satisfied with the contact details, the customer selects 'Submit Contact details' and processing returns the screen shot illustrated in Figures 29 and 30.

During the purchase lease back process, if the customer elects at any time to save their work, the system assigns a reference number to the customer with the customer can use to locate the request at a later date (see Figure 39). Once the customer elects to exit the extranet, emails are sent to the marketing executive informing them that the customer started the request but did not complete it and gives the ID number and a link to take them to the extranet and appropriate request, and to the customer thanking them for starting the process, confirming the Request ID Number and providing a link back to the extranet.

#### Exemplary Marketing Executive Viewable Screen Shots

In addition to facilitating customer selection of aircraft and initiation of a lease transaction, the system facilitates management of each customer. Specifically, a marketing executive can access the system to view recent customer activity and take actions to meet the customers needs. The system also facilitates coordination of the many leases that relate to aircraft in an aircraft fleet.

In one specific embodiment, a marketing executive logs onto the site by entering a marketing executive name and password. The login process validates the marketing executive (e.g., matches the login name and password to login names and passwords pre-stored in the database) and only validated marketing executives

have access to the portion of the site for reviewing, by customer, availability queries, document generation, and lease management. Based on the marketing executive login, the system enables a particular marketing executive to view specific customer information. For example, marketing executive number 1 may be able to view information relating to customers a, b, and c, and marketing executive number 2 may be able to view information relating to customer x and y.

In the specific exemplary embodiment, and once the marketing executive information is validated, the system displays a customer view screen such as the screen shown in Figure 33. The marketing executive can select whether to perform functions associated with availability queries, document generation, and lease management. If the marketing executive selects Customer View under Availability Queries, then the marketing executive is prompted to select a customer and to view a query in a specified time period. Drop down menus facilitate selection of the customer and query time period.

Once the marketing executive makes the selections and selects “go”, the system searches the database for queries from the specific customer in the selected time period. The queries that meet the selection criteria are then displayed to the marketing executive as shown in Figure 34. Basic information such as each query number, associated aircraft type, engine type/thrust, EFIS/Non EFIS, lease term and query date are displayed to the marketing executive. By selecting a specific query number, additional details regarding that query are displayed to the marketing executive. Generally, the system enables the marketing executive to view all information regarding each query that was entered by the customer and shown to the customer.

The marketing executive can also select “Full Search” from the “Availability Queries” and, as shown in Figure 35, the system displays to the marketing executive a screen similar to the “Seek Additional Aircraft” screen (Figure 8) that is viewable by the customer. In comparison to the screen shown in Figure 8, the screen shown in Figure 35 does not includes entries for additional data. The marketing executive can enter aircraft criteria and lease delivery requirements into the system via the screen shown in Figure 35 and upon selecting submit, the system performs a full search of the entire fleet database to identify potential matches. In the search conducted for this marketing executive, all restrictions are removed so that the marketing executive can view all search results rather than a limited number (e.g., 3)

of search results. Using the full search, this marketing executive (e.g., marketing executive) can determine whether all customer needs are being met and whether there is an alternative aircraft that was not shown to the customer that should be presented for consideration by the customer.

5           The marketing executive can further select “Manage Customer” from the “Availabilities Queries” and, as shown in Figure 16, the system displays to the marketing executive a screen for a particular customer, or airline. As shown in Figure 36, certain weights have been assigned to certain aircraft criteria (e.g., Engine Type = 6, EFIS = 9, Delivery Month = 8), and these weights are utilized by the system when  
10           determining which aircraft matches to display to the customer. The marketing executive can change the weights assigned to each aircraft criteria via the screen shown in Figure 36 by entering a new weight or weights and then selecting go. In addition, the marketing executive can change the number of aircraft to be made available for delivery by each customer selected delivery date, as well as the total  
15           number of aircraft that can be viewed by the customer as a result of an availability search. The marketing executive can also select (by checking or “unchecking” the indicated box) whether an email is to be sent to the marketing executive upon submission of a term sheet request by the customer. The marketing executive can then select “Save” to apply any changes, “Reset” to clear all the selections on the  
20           screen, or “Close” to close the screen without saving any changes that have not been previously saved.

Figure 37 is an exemplary screen shot of a page for enabling searching of customer requests for purchase lease back transactions. A marketing executive can select the link to ‘Review / Amend Old Requests’ to locate all prior requests. The  
25           marketing executive also is presented with three options to filter searches. Specifically, a search can be conducted by customer name (drop down box), time period (to filter how far back to look for old Purchase / Lease Back requests), and by ID number. If a specific customer is been selected, then only ID numbers relevant to that customer are displayed in the drop down box.

30           Once the marketing executive has selected the search options (or not) and selected Locate Requests, processing proceeds to the screen shot illustrated in Figure 38. As shown in Figure 38, the system returns all prior requests that match the search selections. A high level summary of each request that matches the search parameters is displayed and includes the following.

Request ID Number: This is the ID given to the customer when they either completed a request and requested a Term Sheet or when they saved a request which had been partially completed.

Asset Types(s): In this box all asset types that were specified in a previous request are listed.

Date Request Submitted: This date is the date (GMT) that a Term sheet was requested or a partial request was saved.

At the end of each row, a link is provided to the marketing executive to enable further review of each request. Below the search results, the option to search again, i.e., New Search, is provided.

Figure 39 is an exemplary screen shot illustrating a page for saving a partially completed request. During the purchase lease back process, if the customer elects at any time to save his work, the system assigns a reference number to the customer with the customer can use to locate the request at a later date

In the event that a customer has requested a term sheet, then the marketing executive selects “Generate New LOI” or “Revise/Complete Existing LOI” under “Document Generation” The system then displays a screen such as the screen shown in Figure 40 to the marketing executive . The marketing executive then selects a particular customer via a drop down menu, and upon receiving the selection, the system displays to the marketing executive the various LOIs or terms sheets for the specific customer, as shown in Figure 41. The specific LOI or term sheet can then be viewed, and edited, by selecting the corresponding query number.

Similarly, and if a customer has requested an aircraft specific lease agreement (ASLA), then the marketing executive selects “Generate New ASLA” or “Revise/Complete Existing ASLA” under “Document Generation”. The system then displays a screen similar to the screen shown in Figure 40, except for an ASLA rather than an LOI. The marketing executive then selects a particular customer via a drop down menu, and upon receiving the selection, the system displays to the marketing executive the various ASLAs for the specific customer, as shown in Figure 42. The specific ASLA can then be viewed, and edited, by selecting the corresponding query number.

## Exemplary Displays For A Deal Management Sub-System

To generate terms sheets, letters of intent, and ASLAs, and in one specific exemplary embodiment, the system includes a deal management sub-system. The deal management sub-system is a windows-based system that includes document templates populated from data stored in the database. More particularly, once a marketing executive selects a particular deal for which a document is to be generated, the sub-system creates an answer file by collecting the necessary information for the data previously input to the database by the customer and the marketing executive. The data is collected into one answer file by simply scanning the previously entered data looking for matches to data designations in the answer file. For example, when the customer inputs data for a particular aircraft identifier, a designation is associated with the input and that designation corresponds to a designation in the answer file for term sheets, letters of intent, and ASLAs. When the marketing executive generates a term sheet, then the sub-system scans the customer and marketing executive entered data for the designations required to populate the answer file for the particular document.

Once the answer file is generated, the subsystem then displays to the marketing executive the template of the document being generated, and sequences through each part of the document where an input from the answer file is generated. The sub-system displays to the marketing executive the suggested input from the answer file, and the marketing executive can either approve insertion of the input from the answer file or provide a different input.

In one specific embodiment, and after a marketing executive has logged into the system and has selected a particular customer, a window such as the window illustrated in Figure 43 is displayed to the marketing executive. To view a deal, the marketing executive can input a deal reference number (e.g., the query number) as well as select a particular customer (lessee/customer/airlines) from a drop down menu. A listing of deals for the particular customer including at least a portion of the deal reference number in its designation is then displayed to the marketing executive, i.e., the deal sub-system searches the database for matches to the input data and displays the search results in the window. The marketing executive can then select "View Deal" to view the data related to the designated deal. The marketing executive can also select "New Deal" to create a new deal folder.

If the marketing executive select “View Deal”, then a window such as the window shown in Figure 44 is displayed. The marketing executive can view lessee details (e.g., trading name, code, registered name, country, address), rental data, or MRF Rates. The marketing executive can then also select “Generate TS” to initiate generation of a term sheet, “Generate ASLA” to initiate generation of an ASLA, “Open Document” to open an existing draft of a document, “Publish Document” to post the document to a Quickplace location, or “Goto Quickplace” to link to a Quickplace address corresponding the particular customer. The term Quickplace refers to a commercially available software package from Lotus Development Corporation, 55 Cambridge Parkway, Cambridge, MA 02142, that enables posting documents on a secure extranet site so that the document can be viewed by both the customer as well as the marketing executive.

If the marketing executive selects “Generate LOI”, then the LOI template is displayed to the marketing executive and a pop-up window containing data for a currently selected location in the LOI is displayed as shown in Figure 45. An exemplary LOI template is set forth in Appendix 2. Of course, the specific form and terms of an LOI can vary from the form and terms illustrated in Appendix 2. The system sequences through each blank in the template LOI making suggestions at each location for input from the answer file. The marketing executive makes selections and populates the LOI. In addition to populating fields, paragraphs are inserted or removed depending on the particular deal (e.g., new or used aircraft). Once all terms in the LOI have been completed, or if the marketing executive is interrupted and is not able to complete the LOI in one session, the marketing executive saves the partially or fully populated LOI to the database. A process identical to the process for populating the LOI template is performed for an ASLA except that an ASLA template is used in place of the LOI template.

Once the document is saved, the document can be posted to a secure extranet site using the Quickplace tool described above. Specifically, the marketing executive simply returns to the deal details windows, selects a document, and selects publish document. The system then posts the document to a designated extranet address.

Both the customer and the marketing executive can then view the document, and information related to the document, via the Quickplace tool. For example, and referring to Figure 46, both the customer and marketing executive can



view current as well as older drafts of an LOI and the ASLA. The author and modification date also are displayed on the contract room screen. The Quickplace tool also tracks tasks to be performed as illustrated in Figure 47, including displaying priority, start date, due date, and who is assigned to perform the task. A calendar can also be invoked within the Quickplace tool so that both the customer and marketing executive can view a calendar depiction of tasks to be performed and dates on which the tasks are to be completed, as shown in Figure 48.

The system described above facilitates meeting customer needs for a fleet of aircraft, and well as coordinating numerous aircraft leases. The system also facilitates managing leases for a fleet of aircraft including having new leases in place upon expiration of a then current lease. Further, a customer can readily select, via the system, multiple aircraft desired for lease without requiring involving a marketing executive, and such selections can be made the customer any time, anywhere, at the customer's convenience. The system also facilitates efficient and uniform generation of term sheets, letters of intent, and lease contracts.

While the system is described above in the context of aircraft, the system can be used in connection with many other types of equipment. For other equipment, the screens would be modified to designate criteria and other information relevant to a particular lease document (e.g., term sheet, letter of intent, ASLA) to be generated. Just by way of example, and to illustrate one such modification, the system can be modified for the lease of aircraft engines.

More specifically, Figure 49 is an exemplary screen shot of a home page for a deal room relating to aircraft engine leases. As with the aircraft lease deal room home page, each customer has a custom home page that displays the name of the particular authorized individual and customer name. Once the customer logs into the system, the system displays the deal room screen shown in Figure 49. The customer can then select specific proposals, deals, account status information, and maintenance reserves to view. Additionally, the customer can link to related sites or view extranet security features.

If the customer select "Extend Existing Engine" under "Request a Proposal", then the screen shown in Figure 50 is displayed. Specifically, the customer is presented with a screen listing the customer existing engines under lease with current lease termination dates for each aircraft. Each engine listing includes a drop down box (New Expiry Date) which allows the customer to enter the new desired

lease termination date. The customer can also select “Request Extension Term Sheet”.

If, at the deal room page illustrated in Figure 49, the customer selects “Seek Additional Engines”, then the screen shown in Figure 51 is displayed to the customer. This screen enables the customer to enter, or specify, engine criteria, lease delivery requirements, and additional data. Drop down boxes are provided to facilitate customer entry of the data. The specific criteria, delivery requirements, and additional data illustrated in Figure 51 can, of course, vary from the illustrated criteria, delivery requirements, and additional data. Certain fields also can be designated as required fields, such as engine type, engine thrust, QEC configuration, fire warning harness configuration, lease term, first lease start date, annual utilization, and hour to cycle ratio.

Once the customer makes selections as shown in Figure 51, the customer can then select submit. The system then attempts to identify aircraft engines in the fleet which match the customer entered data. The system returns to the customer those engines which most closely match the search criteria entered. Only an exact match on engine type and thrust is required for an engine to be returned. All searches made by the customer are stored in the database. Also, when a customer executes a search, an email is sent to the appropriate representative with the customer details, query number, and other related information entered in the search page. The path of the e-mail is determined by the term of the lease request. For example, if the request is for a period of less than one year, an e-mail is sent to a leasing agent and the customer support representative. If the request is for a period of greater than one year, an e-mail is sent to marketing. If the request is for an unknown duration, an e-mail is sent to a customer support representative.

The following rules are applied when evaluating search criteria.

1. For engines not on dedicated long term lease, only engines made available by operations management are returned by the search. All long-term leased engines are listed if matching availability within one month of customer request. If the exact match is not available in the specified delivery date, matches in nearest available months are displayed.

2. For each engine which is visible on the extranet a country may be identified into which that engine may not be leased. One such country can be identified per engine.

3. For each engine, a tax based restriction may be specified. One such restriction can be specified per engine. The restriction takes the form of a geographical region, e.g., North America, Europe.

4. Minimum thrust drives engine listings. Any engine with the required minimum thrust will be listed.

5. Any engine located near the designated installation location will be listed first.

6. If no engine matches are returned, a message will be displayed stating that an engine can be sourced from a third party if the customer would like such a service.

7. All engines matching the requested availability date are listed. The listing order is driven by the match to the other criteria based upon the weightings.

8. Any customer not filling in a mandatory field will still be shown the full availability, but will not be allowed to request a term sheet without such mandatory field.

The search criteria will be matched against the availability listing in the following way. Specifically, only engines marked as available on the extranet will be considered. Also, selected engines must be of the same type and series as specified by the customer. All matches are shown for each delivery date specified. Where the customer country of operation matches the excluded country specified for an engine that engine would not be returned to the customer. A weighting system is used to match the selection criteria and the available engine. The weighting system takes into account the number of criteria which an engine matches and the relative importance of each criteria. If the tax based restriction comes into effect for a particular engine, the effect will be to give that engine a weighting which will put it last on the list of engines to be offered to the customer.

The search results are then displayed as shown in Figure 52. For each aircraft engine found in the search, the search results include the engine type, engine thrust, QEC configuration, TSL SV, ETOPS, LLP limiter, availability, and housekeeping location. The customer is given the option to view the airworthiness tag, LLP description, and AD status, and to request a term sheet for the listed engine.

Each customer Term Sheet request will be stored in the database. An email is sent to the following.

1. Marketing and/or leasing agent and customer support representative depending on the lease term. This email includes the customer details, search criteria and the engine returned in response to that search.

2. The customer acknowledging their inquiry, assigning a transaction number to the term sheet request and confirming that a response would be issued within a specified time frame.

The customer may also make further comments / clarifications in a comment box when they are requesting a term sheet.

Figure 53 illustrates an exemplary screen shot displayed if a customer requests a term sheet. On submission of the request for Term Sheet, the customer is given an option to confirm his contact details and modify the contact details if required. On submitting the request, the information is stored in the database and also sends an automated email to the marketing executive requesting a term sheet with the complete information as entered in the search page.

In addition to facilitating customer selection of engines and initiation of a lease transaction, the system facilitates management of each customer. Specifically, a marketing executive can access the system to view recent customer activity and take actions to meet the customer needs, as with the aircraft process described above. The system also facilitates coordination of the many leases that relate to aircraft engines.

As with the aircraft process described above, and in one specific embodiment of the engine lease system, a marketing executive logs onto the site by entering a marketing executive name and password. The login process validates the marketing executive (e.g., matches the login name and password to login names and passwords pre-stored in the database) and only validated marketing executives have

access to the portion of the site for reviewing, by customer, availability queries, document generation, and lease management. Based on the marketing executive login, the system enables a particular marketing executive to view specific customer information.

5 In the specific exemplary embodiment, and once the marketing executive information is validated, the system displays to a marketing executive a customer view screen as shown in Figure 54. The marketing executive can select whether to perform functions associated with availability queries, document generation, and lease management. The marketing executive can select, for example,  
10 a particular customer and time period to be searched, and then select “go”. The system then returns to the marketing executive the search results in the form illustrated in Figure 55.

15 If the marketing executive selects “Full Search” from the “Availability Queries”, the system displays to the marketing executive a screen such as the screen illustrated in Figure 56. The marketing executive can enter engine criteria and lease delivery requirements into the system via the screen shown in Figure 56 and upon selecting submit, the system performs a full search of the entire fleet database to identify potential matches.

20 Figure 57 is an exemplary screen shot of a page for a marketing executive to utilize in managing a customer which enables the marketing executive to rank the importance of various search criteria, thus changing the order of the engines displayed to the customer. The processes, e.g., deal management sub-system processes, for generating an LOI and for generating an engine specific lease agreement (ESLA) are the same as described above with respect to generating an LOI  
25 and generating an ASLA for aircraft. In addition, the parties can collaborate using the Quickplace tool and processes as described above with respect to aircraft.

30 The illustration of modifying the system for an aircraft engine as compared to an aircraft is exemplary only, and the system can be modified for many other types of equipment, including ships, rail cars, locomotives, vehicles, and containers. The system facilitates meeting both customer needs and efficient management of equipment leases.

18584-00002

While the invention has been described in terms of various specific embodiments, those skilled in the art will recognize that the invention can be practiced with modification within the spirit and scope of the claims.

WHAT IS CLAIMED IS:

1. A method for operating a computer to facilitate a lease transaction, said method comprising the steps of:

prompting a customer to select a lease transaction type;

5 prompting the customer to provide information required to generate at least one document for the selected lease transaction type; and

generating the document using the customer provided information.

2. A method according to Claim 1 wherein prompting a customer to select a lease transaction type comprises the step of displaying a computer generated screen listing a plurality of lease transaction type selections.

10 3. A method according to Claim 2 wherein said lease transaction type selections comprise at least one of a lease extension, a lease, and a purchase lease back agreement.

15 4. A method according to Claim 3 wherein for a lease extension, prompting the customer to provide information required to generate at least one document comprises the step of displaying information related to at least one lease to the customer.

20 5. A method according to Claim 1 wherein prompting the customer to provide information required to generate at least one document comprises the step of displaying a computer generated screen listing a plurality of equipment criteria and delivery requirements.

25 6. A method according to Claim 1 further comprising the steps of searching a database to identify equipment which match criteria supplied by the customer in response to prompting the customer to provide information required to generate at least one document, and displaying to the customer at least some information relating to at least some of the equipment identified as a match from the database search.

7. A method according to Claim 6 wherein a customer is prompted to select at least one of the identified equipment, and wherein generating the document comprises the step of populating the selected document type with data related to the one identified equipment.

5 8. A method according to Claim 6 wherein the equipment comprises at least one of aircraft, aircraft engines, rail cars, locomotives, ships, vehicles, and containers.

9. A computer programmed to:

prompt a customer to select a type of lease transaction;

10 prompt a customer to provide information required to generate at least one document for the selected lease transaction type; and

generate the at least one document using the customer provided information.

15 10. A computer according to Claim 9 wherein to prompt a customer to select a type of lease transaction, said computer displays a computer generated screen listing a plurality of lease transaction type selections.

11. A computer according to Claim 10 wherein said document type selections comprise at least one of a lease extension, a lease, and a sale and lease back agreement.

20 12. A computer according to Claim 11 wherein for a lease extension, said computer displays, to the customer, information related to at least one lease.

25 13. A computer according to Claim 9 wherein to prompt a customer to provide information required to generate the at least one document, said computer displays a computer generated screen listing a plurality of equipment criteria and delivery requirements.

14. A computer according to Claim 9 further programmed to search a database to identify equipment which match criteria supplied by the customer in response to prompting the customer to provide information required to generate the at



least one document, and to display to the customer at least some information relating to at least some of the equipment identified as a match from the database search.

15. A computer according to Claim 14 further programmed to prompt a customer to select at least one of the identified equipment, and wherein to generate the at least one document, said computer populates the document with data related to the one identified equipment.

16. A computer according to Claim 14 wherein the equipment comprises at least one of aircraft, aircraft engines, rail cars, locomotives, ships, vehicles, and containers.

17. A database comprising:  
data corresponding to an availability query submitted by a customer and related to a lease transaction; and

data corresponding to equipment criteria for equipment for lease.

18. A database according to Claim 17 further comprising data corresponding to search results from execution of the availability query.

19. A database according to Claim 17 further comprising data corresponding to a customer desired equipment configuration.

20. A database according to Claim 17 further comprising data corresponding to availability of equipment for lease.

21. A system for generating lease documents, said system comprising:

a database comprising data corresponding to equipment criteria for equipment for lease; and

a server configured prompt a marketing executive to select a type of document to be generated and to provide information required to generate the selected document type.

22. A system according to Claim 21 wherein said database further comprises at least one of data corresponding to an availability query submitted by a

marketing executive and related to a lease transaction, data corresponding to search results from execution of the availability query, data corresponding to a marketing executive desired equipment configuration, and data corresponding to availability of equipment for lease.

5                   23. A system according to Claim 21 wherein said server is configured to cause a screen listing a plurality of transaction type selections to be displayed at a client computer.

10                   24. A system according to Claim 23 wherein said transaction type selections comprise at least one of a lease extension, a lease, and a purchase lease back agreement.

                  25. A system according to Claim 23 wherein for a lease extension, said server causes said client computer to display information related to at least one lease.

15                   26. A system according to Claim 21 wherein to prompt a marketing executive to provide information required to generate the selected document type, said server is configured to cause to be displayed at a client computer a screen listing a plurality of equipment criteria and delivery requirements.

20                   27. A system according to Claim 21 wherein said server is configured to cause said database to be searched to identify equipment which match criteria supplied in response to prompting the marketing executive to provide information required to generate the selected document type, and to display at a client computer at least some information relating to at least some of the equipment identified as a match from the database search.

25                   28. A system according to Claim 27 wherein said server is further configured to prompt a marketing executive to select at least one of the identified equipment, and wherein to generate the selected document type using the customer provided information, said server is configured to populate the selected document type with data related to the one identified equipment.

30                   29. A system according to Claim 27 wherein the equipment comprises at least one of aircraft, aircraft engines, rail cars, locomotives, ships, vehicles, and containers.

30. A method for initiating a lease transaction, said method comprising the steps of:

prompting a customer to select a type of lease transaction;

prompting the customer to provide information regarding equipment to be subject to the lease transaction; and

prompting the customer to request generation of a term sheet for the lease transaction.

31. A method according to Claim 30 wherein prompting a customer to select a type of lease transaction comprises the step of displaying a computer generated screen listing a plurality of lease transaction type selections.

32. A method according to Claim 31 wherein said lease transaction type selections comprise at least one of a lease extension, a lease, and a purchase lease back agreement.

33. A method according to Claim 32 wherein for a lease extension, prompting a customer to provide information regarding equipment to be subject to the lease transaction comprises the step of displaying information related to at least one lease to the customer.

34. A method according to Claim 30 wherein prompting the customer to provide information regarding equipment to be subject to the lease transaction comprises the step of displaying a computer generated screen listing a plurality of equipment criteria and delivery requirements.

35. A method according to Claim 30 further comprising the steps of searching a database to identify equipment which match criteria supplied by the customer in response to prompting the customer to provide information regarding the equipment to be subject to the lease transaction, and displaying to the customer at least some information relating to at least some of the equipment identified from the database search.

36. A method according to Claim 35 wherein a customer is prompted to select at least one of the identified equipment, and further comprising the step of generating a term sheet using the customer provided information.

37. A method according to Claim 35 wherein the equipment comprises at least one of aircraft, aircraft engines, rail cars, locomotives, ships, vehicles, and containers.

38. A method for initiating a lease transaction, said method comprising the steps of:

selecting, from an electronic interface, a lease transaction type;

identifying, from the electronic interface, equipment desired to be subject to the lease;

requesting, from the electronic interface, a term sheet for the selected lease type and identified equipment.

39. A method according to Claim 38 wherein said lease transaction type comprises at least one of a lease extension, a lease, and a purchase lease back agreement.

40. A method according to Claim 39 wherein for a lease extension, said method comprises the step of identifying the lease desired to be extended.

41. A method according to Claim 38 wherein identifying the equipment desired to be subject to the lease comprises the step of identifying the desired equipment type and criteria to be satisfied by the desired equipment.

42. A method according to Claim 38 wherein the equipment comprises at least one of aircraft, aircraft engines, rail cars, locomotives, ships, vehicles, and containers.

43. Apparatus comprising:

means for prompting a customer to select a type of lease transaction;

means for prompting the customer to provide information regarding equipment to be subject to the lease transaction; and

means for prompting the customer to request generation of a term sheet for the lease transaction.

44. Apparatus according to Claim 43 wherein said means prompting a customer to select a type of lease transaction comprises means for displaying a computer generated screen listing a plurality of lease transaction type selections.

5 45. Apparatus according to Claim 44 wherein said lease transaction type selections comprise at least one of a lease extension, a lease, and a purchase lease back agreement.

10 46. Apparatus according to Claim 45 wherein for a lease extension, said means for prompting a customer to provide information regarding equipment to be subject to the lease transaction displays information related to at least one lease to the customer.

15 47. Apparatus according to Claim 43 wherein said means for prompting the customer to provide information regarding equipment to be subject to the lease transaction comprises means for displaying a computer generated screen listing a plurality of equipment criteria and delivery requirements.

20 48. Apparatus according to Claim 43 further comprising means for searching a database to identify equipment which match criteria supplied by the customer in response to prompting the customer to provide information regarding the equipment to be subject to the lease transaction, and means for displaying to the customer at least some information relating to at least some of the equipment identified from the database search.

49. Apparatus according to Claim 48 further comprising means for generating a term sheet using the customer provided information.

25 50. Apparatus according to Claim 43 wherein said equipment comprises at least one of aircraft, aircraft engines, rail cars, locomotives, and ships.

51. A system for facilitating a lease transaction for aircraft, said system comprising:

a database comprising data for aircraft;

30 a server configured to prompt a customer to select a type of lease transaction, prompt the customer to provide information regarding aircraft desired to

be subject to the lease transaction, and prompt the customer to request generation of a term sheet for the lease transaction.

52. A system according to Claim 51 wherein to prompt a customer to select a type of lease transaction, said server causes to be displayed on a customer computer a computer generated screen listing a plurality of lease transaction type selections.

53. A system according to Claim 52 wherein said lease transaction type selections comprise at least one of a lease extension, a lease, and a purchase lease back agreement.

54. A system according to Claim 53 wherein for a lease extension, to prompt a customer to provide information regarding aircraft to be subject to the lease transaction, said server causes to be displayed on a customer computer information related to at least one lease to the customer.

55. A system according to Claim 51 wherein to prompt the customer to provide information regarding aircraft to be subject to the lease transaction, said server causes to be displayed on a customer computer a display listing a plurality of aircraft criteria and delivery requirements.

56. A system according to Claim 51 wherein said server is further configured to search said database to identify aircraft which match criteria supplied by the customer, and to cause to be displayed on a customer computer at least some information relating to at least some of the aircraft identified from the database search.

57. A system according to Claim 56 wherein said server is configured to cause to be displayed on a customer computer a prompt to select at least one of the identified aircraft.

58. A system for facilitating a lease transaction for an aircraft engine, said system comprising:

a database comprising data for aircraft engines;

a server configured to prompt a customer to select a type of lease transaction, prompt the customer to provide information regarding aircraft engine

desired to be subject to the lease transaction, and prompt the customer to request generation of a term sheet for the lease transaction.

59. A system according to Claim 58 wherein to prompt a customer to select a type of lease transaction, said server causes to be displayed on a customer computer a display listing a plurality of lease transaction type selections.

60. A system according to Claim 59 wherein said lease transaction type selections comprise at least one of a lease extension, a lease, and a purchase lease back agreement.

61. A system according to Claim 60 wherein for a lease extension, to prompt a customer to provide information regarding an aircraft engine to be subject to the lease transaction, said server causes to be displayed on a customer computer information related to at least one lease to the customer.

62. A system according to Claim 58 wherein to prompt the customer to provide information regarding an aircraft engine to be subject to the lease transaction, said server causes to be displayed on a customer computer a computer generated screen listing a plurality of aircraft engine criteria and delivery requirements.

63. A system according to Claim 58 wherein said server is further configured to search said database to identify aircraft engines which match criteria supplied by the customer, and to cause to be displayed on a customer computer at least some information relating to at least some of the aircraft engines identified from the database search.

64. A system according to Claim 63 wherein said server is configured to cause to be displayed on a customer computer a prompt to select at least one of the identified aircraft engines.

65. A computer-readable medium, comprising:

a record of customer submitted availability queries;

a plurality of rules for matching equipment to the customer submitted availability queries; and

a record of results from applying the matching rules to the customer submitted availability queries.

5           66.     A computer-readable medium according to Claim 65 wherein the equipment comprises at least one of aircraft, aircraft engines, rail cars, locomotives, and ships.

          67.     A computer-readable medium according to Claim 65 wherein said availability query record comprises a query number and a model.

10           68.     A computer-readable medium according to Claim 65 further comprising a record of required delivery dates comprising a query number, a delivery year, a delivery month, and a quantity.

          69.     A computer-readable medium according to Claim 65 wherein said record of results comprises a result number, a query number, and a term sheet request.

15           70.     A computer-readable medium according to Claim 65 further comprising a record of availability.



METHODS AND SYSTEMS FOR LEASING  
EQUIPMENT

## ABSTRACT OF THE DISCLOSURE

Systems and methods that facilitate selection of particular equipment desired to be leased through contract execution are described herein. In one exemplary embodiment, the system includes a server having a database for storing data relating to an aircraft fleet. The stored data includes specific information relating to aircraft in the fleet, as well as terms of existing leases for those aircraft in the fleet then currently leased. The system is accessible to the customer via a network such as a wide area network, e.g., an extranet accessible via the Internet, so that the customer can query the database and identify aircraft the meets specific mission requirements. The system facilitates meeting customer requirements in that a customer can readily select, via the system, multiple aircraft desired for lease without requiring involvement of the marketing executive. Such selections can be made by the customer any time, anywhere, at the customers convenience. Once the customer submits the selections, the marketing executive then initiates and actually prepares the term sheets for the aircraft based on the actual customer selections and using terms acceptable to the customer.

SCANNED, # 14

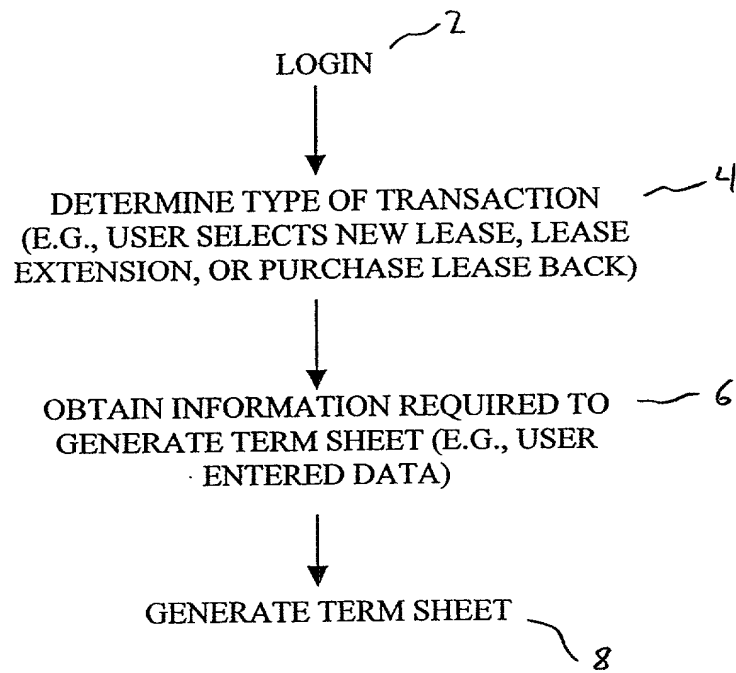


FIG. 1

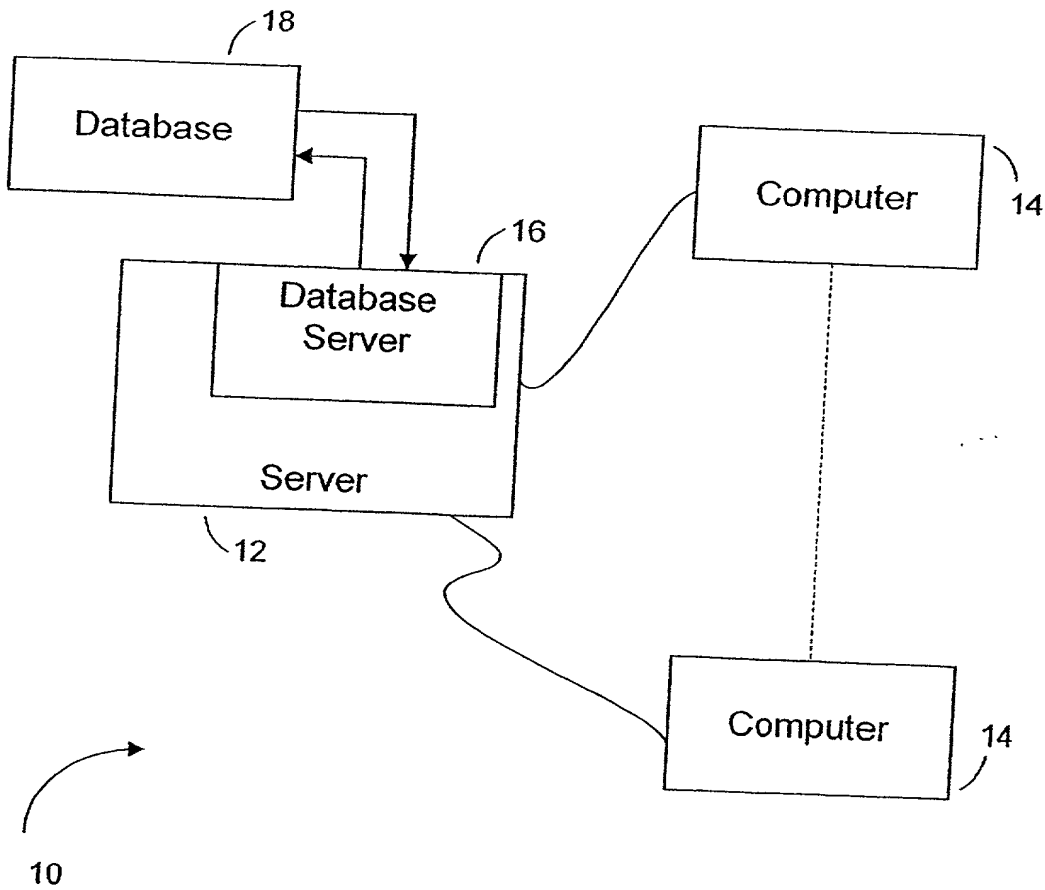


FIG. 2

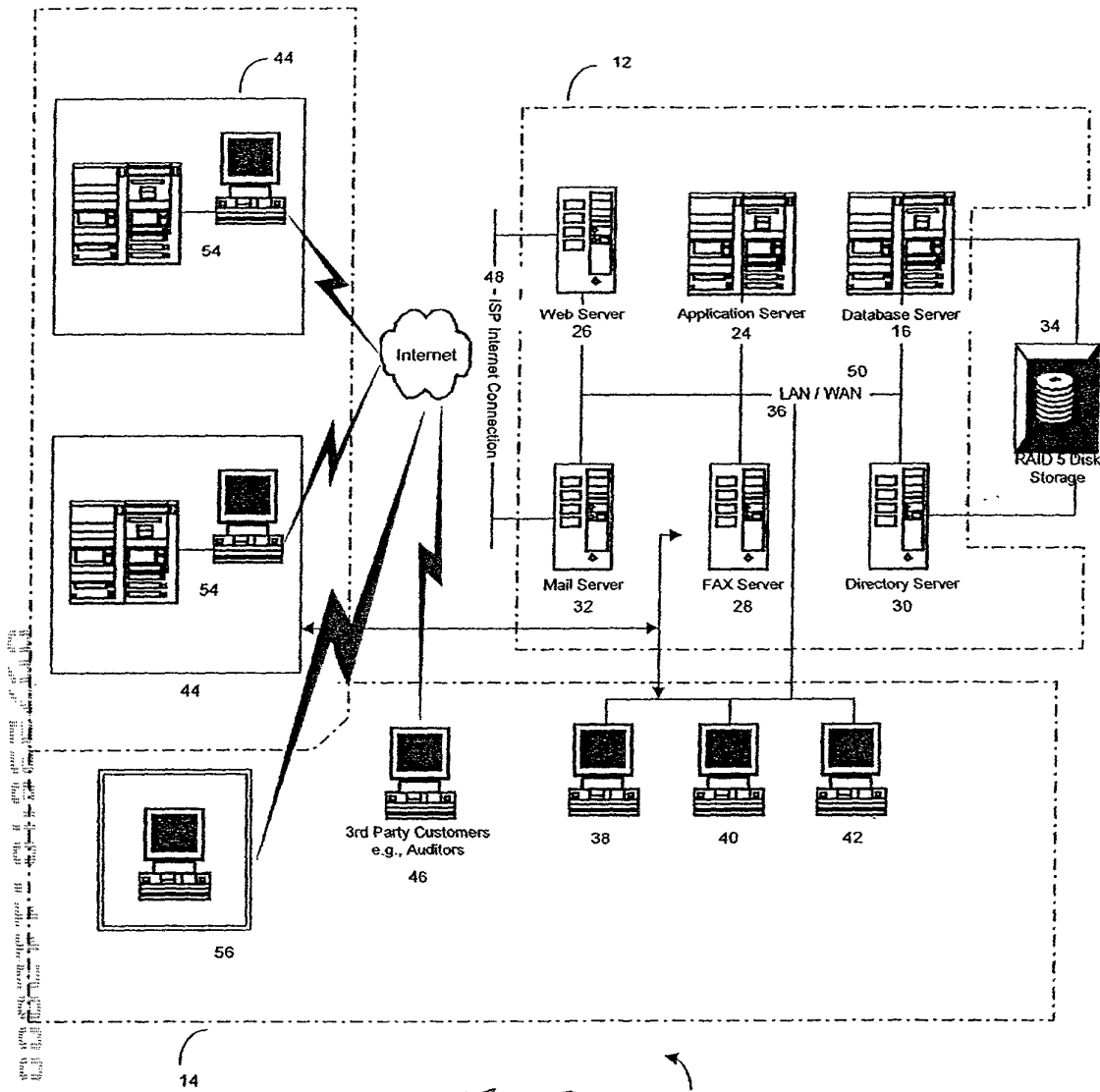


FIG. 3

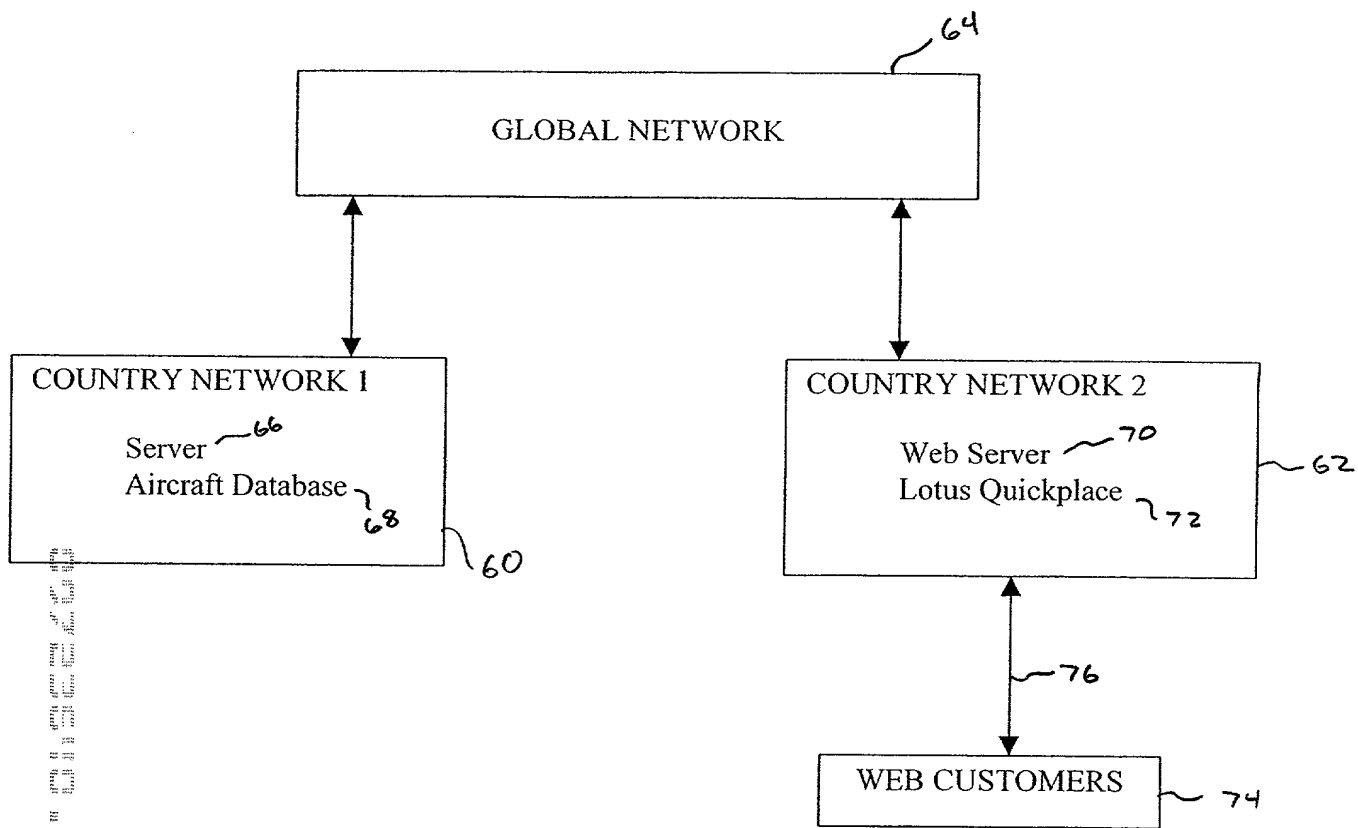


FIG. 4

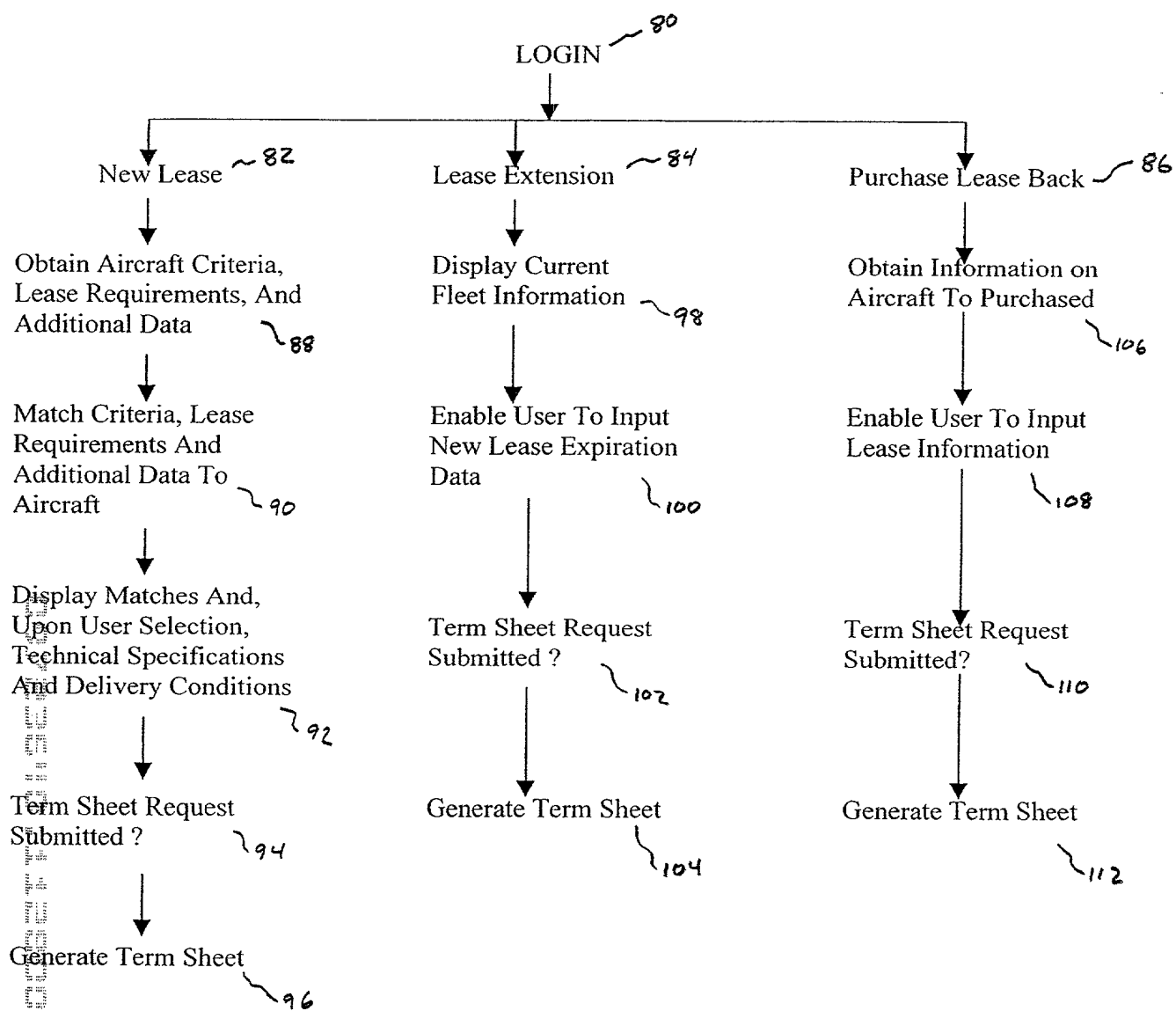


FIG. 5

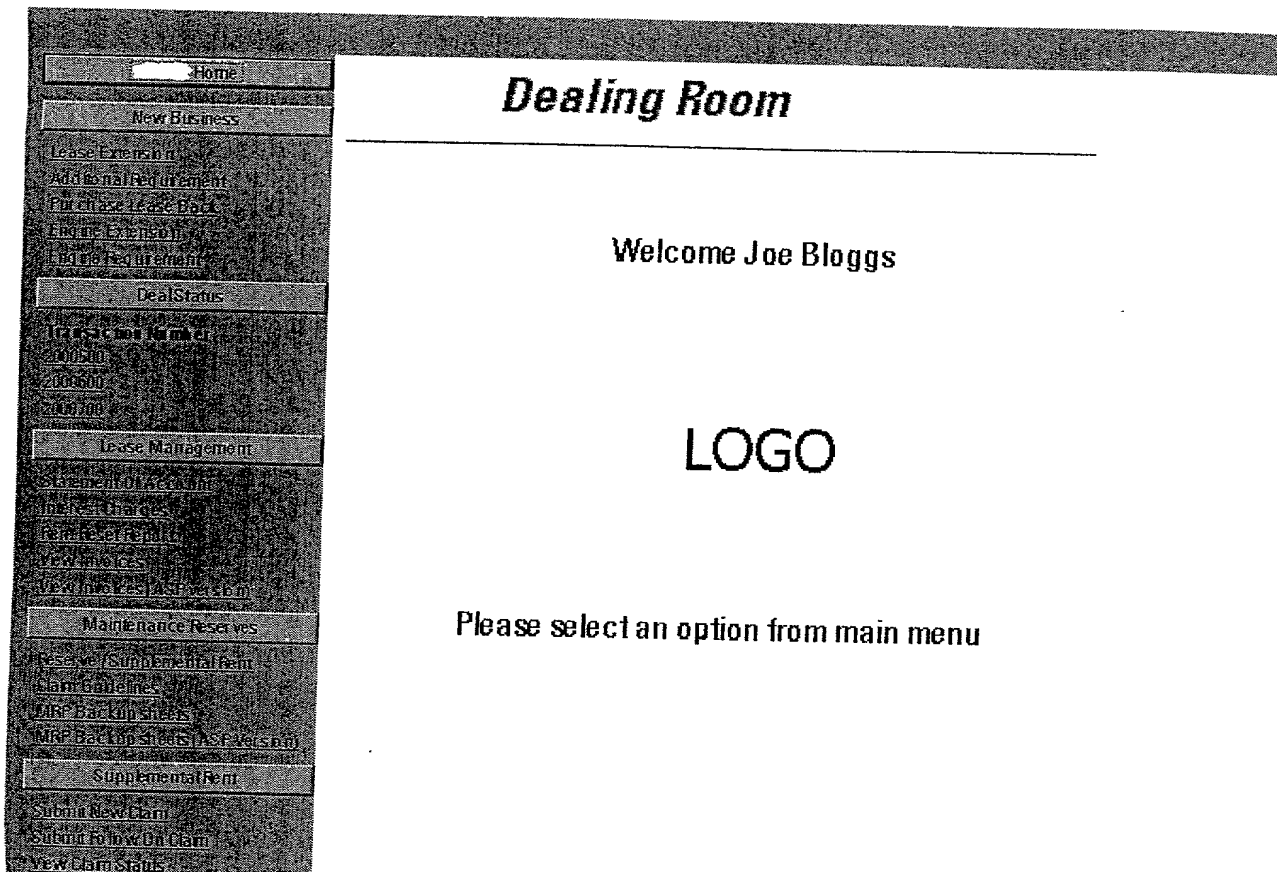


Fig. 6

Home

Request a Proposal

[Buy Additional Aircraft](#)  
[Extend Existing Aircraft](#)  
[SBA Sale and Leaseback](#)

Deals in Progress

[A320 msn 126 June 2001](#)  
[B737 msn 5673 July 2002](#)

Review Account Status

[Payment of Account](#)  
[Override Interest Charges](#)  
[View Invoice](#)  
[Rent Reset Report](#)  
[Rent Report](#)

Maintenance Reserves

[Reserve Balances](#)  
[Submit Maintenance Claim](#)  
[Maintenance Reclaim Sheet](#)  
[Submit Follow-on Claim](#)  
[Claim Guidelines](#)

Related Sites

[Aircraft Leasing](#)  
[Insurance](#)
















Extranet Security

[Disclaimer](#)  
[Change Your Password](#)

# Lease Extension

## AIRWAYS

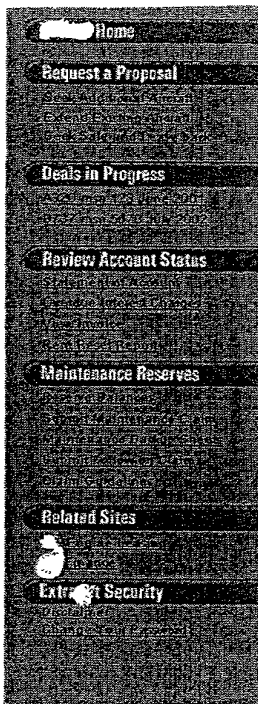
## Current Fleet

Aircraft Serial Number	Type and Series	Current Expiry	New Expiry Date	Request Extension Term Sheet
 24 4	B73 -40	16-Nov-2000	16  Nov  2002 	
 23 8	B73 -40	04-Apr-2001	04  Apr  2002 	
 23 3	B73 -30	16-May-2001	16  May  2003 	

Submit

Fig. 7





## Seek Additional Aircraft

Denotes a required field

### Specify Aircraft Criteria Below

Aircraft Type	<input type="text" value="B73-30"/>	<input checked="" type="radio"/> New <input type="radio"/> Used <input type="radio"/> Both
Engine Type	<input type="text" value="F 56-A"/>	
Engine Thrust	<input type="text" value="27000"/> lbs	
Configuration	<input type="text" value="F"/> <input type="text" value="B"/> <input type="text" value="Y"/>	
MTOW	<input type="text" value="75000"/> lbs	
Galleys	<input type="text" value="Atla"/>	
Year of Manufacture	<input type="text" value="1994"/> to <input type="text" value="1999"/>	

### Specify Lease Delivery Requirements

First Delivery Month	<input type="text" value="Jan"/> <input type="text" value="2001"/>	No. of Aircraft	<input type="text"/>
Second Delivery Month	<input type="text" value="Jan"/> <input type="text" value="2001"/>	No. of Aircraft	<input type="text"/>
Third Delivery Month	<input type="text" value="Jan"/> <input type="text" value="2001"/>	No. of Aircraft	<input type="text"/>

### Specify Additional Data for Proposal (optional)

Lease Term	<input type="text" value="12"/> in months
Annual Utilisation	<input type="text" value="3"/> No. flight hours
Hour to Cycle Ratio	<input type="text" value="3:1"/>
Registration	<input type="text" value="Select a country"/>

Fig. 8

Home

Request a Proposal

Deals in Progress

Review Account Status

Maintenance Reserves

Related Sites

Extranet Security

## Inquiry Results

Your Query Number is BA001

Search Criteria used			
Aircraft Type & Series	B73 - 300	New	Yes
Engine Type	F 56 - 5A	Thrust	25,000
MTOW	75,498 Kg	Galley Type	Atla
DOM	1985 - 1995	Seat Config	F 0 B 12 Y 106

The following aircraft are the nearest match to your search criteria

B73 - 30 Serial 23 9 Technical Specification Delivery Conditions ☒ Request term Sheet

Aircraft Type	Engine Type/Thrust	EFIS	MTOW	Galley Type	DOM	Seat Configuration	Availability
B73 - 30	F 56-5A 25,000 lbs	No	70,000 Kg	Atla	NEW	F 0 B 0 Y108	Q4 2000

B73 - 30 Serial 24 9 Technical Specification Delivery Conditions ☐ Request term Sheet

Aircraft Type	Engine Type/Thrust	EFIS	MTOW	Galley Type	DOM	Seat Configuration	Availability
B73 - 30 Used	F 56-7B 25,000	No	75,498 Kg	K SU	1987	F 0 B 10 Y108	Q4 2000

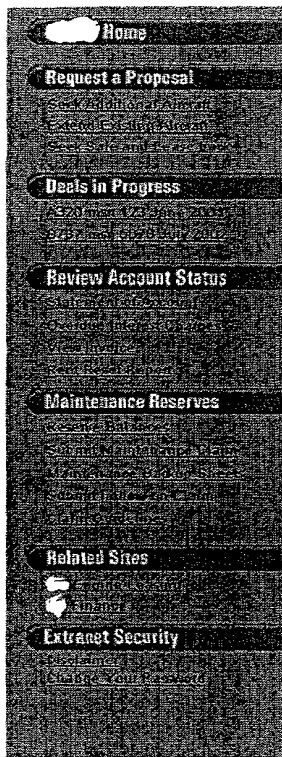
B737 - 300 Serial 29856 Technical Specification Delivery Conditions ☐ Request term Sheet

Aircraft Type	Engine Type/Thrust	EFIS	MTOW	Galley Type	DOM	Seat Configuration	Availability
B73 - 30 Used	F 54-5A 25,000	No	75,498 Kg	K SU	1987	F 0 B 2 Y106	Q4 2001

Submit Request

Close

Fig. 9



## Technical Specification

Aircraft Type	A3 -20
Date of Manufacture	1-Apr-1991
Manufacturer	A bu Industrie
Registration Number	C-G W
Aircraft Serial Number	74
Fuselage / Line Number	74
Interior Configuration	F: 0 B: 24 Y: 108
Crew Positions	Cockpit: 2 Observers: 2 Cabin: 6
Extended Overwater Capacity	None
Noise Compliance	III
Approach Category	IIIB
Display Type	EFI

### Operating Weights & Fuel Capacity

Maximum Taxi Weight	5,898 Kilograms
Maximum Gross Takeoff Weight	5,498 Kilograms
Maximum Landing Weight	4,500 Kilograms
Zero Fuel Weight	0,498 Kilograms
Basic Empty Weight	2,685 Kilograms
Fuel Capacity	3,856 Litres

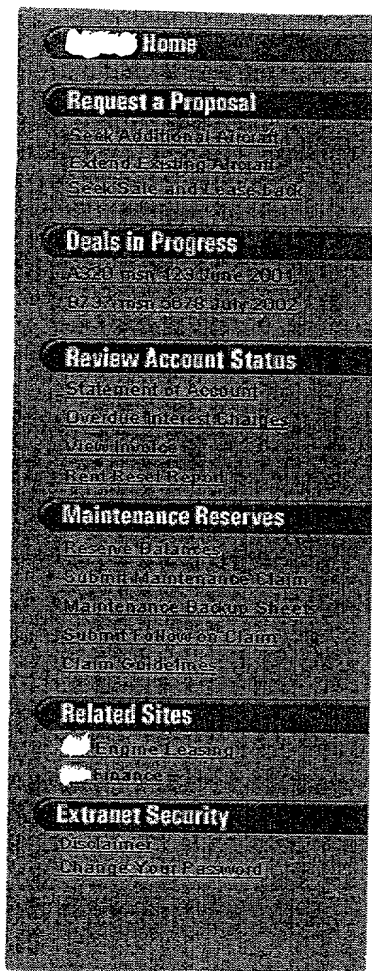
Airframe as of 7-Jan-2000

Total Airframe Hours 31,525

Airframe as of 7-Jan-2000

Total Airframe Hours 31,525  
Total Airframe Cycles 11,112

Fig. 10



## Delivery Conditions

Delivery Conditions	
Engines:	4,000 flight hours and 3,000 cycles of life remaining to the next scheduled removal
Airframe:	Ex block C check in accordance with Boeing M
Components:	At least 4,000 flight hours and 3,000 cycles and 12 months of life remaining, as applicable, to the next scheduled removal in accordance with the approved maintenance programme
APU:	Not more than 500 flight hours since last gas path refurbishment
Livery Painting:	To be painted in an external livery to be agreed
ETOPS:	In compliance with manufacturers recommendations for 120 minutes ETOPS operations
Export:	The Aircraft will have a valid export certificate of airworthiness issued by the Air Authority

Fig. 11

**Home**

**Request a Proposal**

Start a New Proposal  
Extend Existing Proposal  
Check Status and Lease Data

**Deals in Progress**

A320 msn 123 June 2001  
B737 msn 6598 July 2002

**Review Account Status**

Review Account  
Update Billing Information  
View Invoice  
Request Report

**Maintenance Reserves**

Review Reserves  
Submit Maintenance Reserve  
Submit to Lease Plan  
Print Certificate


**Related Sites**

Home Leasing  
Finance





**Extranet Security**

Disclaimer  
Change Your Password

# Technical Requirements

 Denotes a required field

A320 msn 123 June 2001

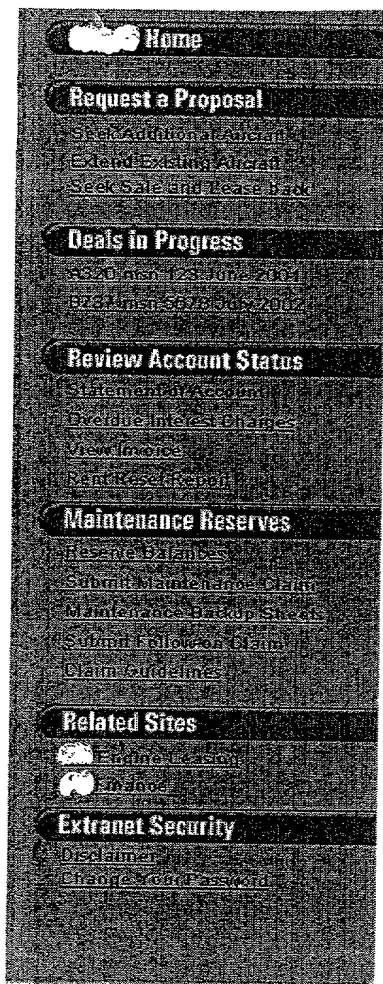
	Current	Required
 Configuration	F B1 Y	<input type="text" value="First"/> <input type="text" value="Business"/> <input type="text" value="Economy"/>
 Engine Thrust	25,000 lbs	<input type="text" value="27000"/> <input type="text" value="lbs"/>
 MTOW	75,498 Kg	<input type="text" value="75000"/> <input type="text" value="lbs"/>
 Galleys	Atla	<input type="text" value="Atla"/>

## Lease Requirements

 Lease Term	<input type="text" value="12"/> <input type="text" value="in months"/>
 Annual Utilisation	<input type="text" value="3"/> <input type="text" value="no. of flight hrs"/>
 Hour to Cycle Ratio	<input type="text" value="3:1"/>
 Registration	<input type="text" value="Select a country"/>

## Additional Comments

Fig. 12



## *Thank you for requesting a Term Sheet*

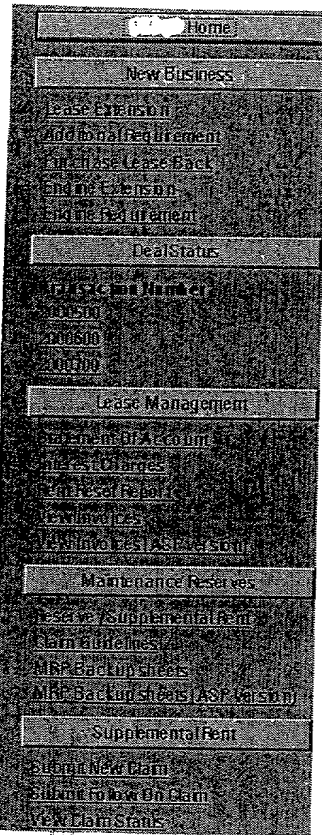
*Your request will be forwarded to                      Please  
confirm your contact details, where incorrect please  
modify.*

<input type="text"/>	<input type="text"/>
First Name	Initial Last Name
<input type="text"/>	
E-mail Address	
<input type="text"/>	
Work Phone	

Submit Request

For information and queries regarding aircraft availability please contact us at

Fig. 13



## Purchase / Lease Back Process

### On-Line Process Overview:

Click on any process step to see how process on-line (and off line)

can facilitate the "Purchase / Lease Back"

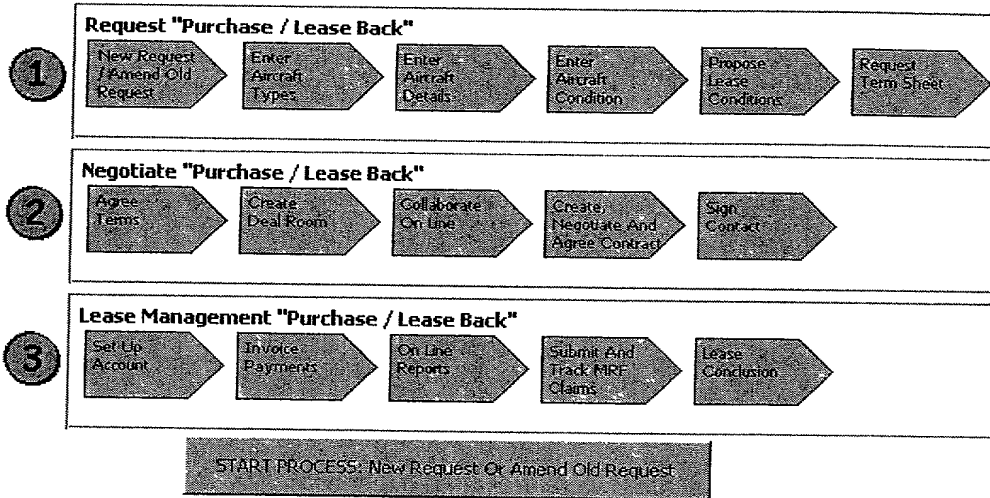
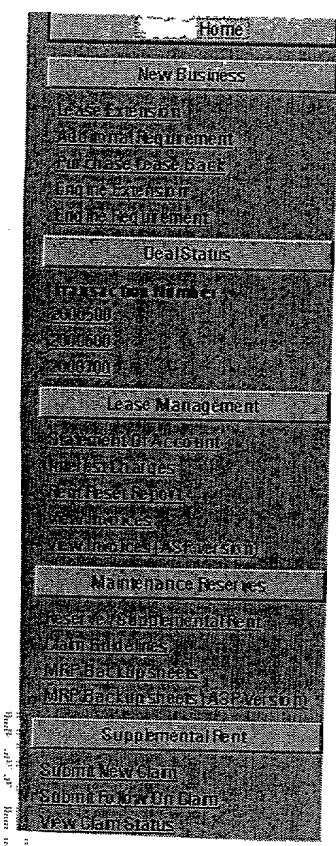
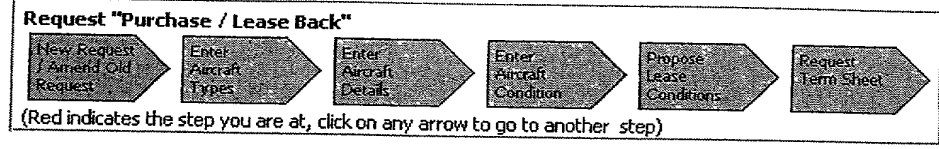


Fig. 14



# Purchase / Lease Back

## - New Request / Amend Old Request



### New Request:

[Click Here To Submit New Request](#)

[Click here to view a demonstration of the entire Purchase Lease Back Process](#)

[Purchase Lease Back Process Overview](#)

### Review Request / Amend And Resubmit Request:

Select the time period you made the request within or the request ID number

Time period  Request ID Number

[Click Here To Review / Amend Old Requests](#)

(Hold down the ctrl key to select more than one ID Number)

Fig. 15



Home

New Business

Lease Extension

Additional Requirements

Purchase Lease Back

End the Extension

End the Requirement

Deal Status

Lease Management

Statement of Account

Interest Charges

Rent Reschedule

New Invoices

New Invoices (ASF version)

Maintenance Reserves

Reserve / Supplemental Rent

Claim Guidelines

MRP Backup Sheets

MRP Backup Sheets (ASF version)

Supplemental Rent

Submit New Claim

Submit Follow On Claim

View Claim Status

## Purchase Lease Back

- New Request / Amend Old Request

### Request "Purchase / Lease Back"



(Red indicates the step you are at, click on any arrow to go to another step)

Search Results:

Request ID Number	Asset Type(s):	Date Request Submitted:	
<input type="text"/>	<input type="text"/>	<input type="text"/>	<a href="#">Review / Amend</a>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<a href="#">Review / Amend</a>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<a href="#">Review / Amend</a>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<a href="#">Review / Amend</a>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<a href="#">Review / Amend</a>

Search Parameters:

To search again reselect the Time Period Or Request ID Number and click on 'New Search'

Time period  Request ID Number

[New Search](#)

Fig. 16

Home

New Business

Lease Extension

Additional Requirement

Purchase Lease Back

Engine Extension

Engine Requirement

Deal Status

LEASE Line History

500500

200600

200700

Lease Management

Standard Discreetum

Insurance Quotes

Engine Extension

Exclusions

Exclusions / ASP / Rental

Maintenance Reserves

Reserve Supplemental Rent

Claim Guidelines

MRP Backlog Sheet

MRP Backlog Sheet (ASP / Rental)

Supplemental Rent

Submit New Claim

Submit Follow On Claim

View Claim Status

# Purchase Lease Back

Save Request Data

Click here to complete this request at another time, You will be given an ID Number which you can use to retrieve your data

## - Enter Aircraft Types

### Request "Purchase / Lease Back"



Denotes a required field

Please select type, variant and numbers of units for purchase / leaseback . Use multiple rows if more than one aircraft and variant

Aircraft Type:	<input type="text"/>	Aircraft Variant:	<input type="text"/>	Number:	<input type="text"/>
Aircraft Type:	<input type="text"/>	Aircraft Variant:	<input type="text"/>	Number:	<input type="text"/>
Aircraft Type:	<input type="text"/>	Aircraft Variant:	<input type="text"/>	Number:	<input type="text"/>
Aircraft Type:	<input type="text"/>	Aircraft Variant:	<input type="text"/>	Number:	<input type="text"/>
Aircraft Type:	<input type="text"/>	Aircraft Variant:	<input type="text"/>	Number:	<input type="text"/>

Submit

Fig. 17

Home

New Business

Lease Extension

Add and Requisition

Purchase/Lease Back

Lease Extension

Add and Requisition

Deal Status

Lease Management

Submit New Claim

Submit Follow Up Claim

View Claim Status

# Purchase / Lease Back

Save Request Data

Click here to complete this request at another time. You will be given an ID Number which you can use to retrieve your data

## - Enter Aircraft Details

### Request "Purchase / Lease Back"



(Red indicates the step you are at, click on any arrow to go to another step)

Denotes a required field

### Aircraft Details:

	Aircraft 1	Aircraft 2	Aircraft 3	Aircraft 4
Aircraft Type:				
Aircraft Model:				
Year Of Manufacture:				
Aircraft Serial Number:				
Aircraft Reg Number:				
Engine Type:				
Engine Model:				
Engine Thrust:(lbs)				
MTOW	<input type="text"/> Lbs <input type="radio"/> Kgs	<input type="text"/> Lbs <input type="radio"/> Kgs	<input type="text"/> Lbs <input type="radio"/> Kgs	<input type="text"/> Lbs <input type="radio"/> Kgs
Zero Fuel Weight	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Fig. 18

2000000  
2000700

Lease Management

Statement of Account  
Invoices  
Rent Report  
View Rates  
View Aircraft ASP Version

Maintenance Reserves

Reserve Implementation  
Maintenance  
Maintenance Reserves  
Maintenance Reserves Version

Supplemental Rent

View New Board  
View New Board  
View New Board  
View New Board

Extra Security

Extra Security  
Extra Security

### Aircraft Details:


	Aircraft 1	Aircraft 2	Aircraft 3	Aircraft 4
Aircraft Type:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Aircraft Model:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Year Of Manufacture:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Aircraft Serial Number:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Aircraft Reg Number:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Engine Type:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Engine Model:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Engine Thrust:(lbs)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
MTOW	<input type="text"/> <input type="radio"/> Lbs <input type="radio"/> Kgs	<input type="text"/> <input type="radio"/> Lbs <input type="radio"/> Kgs	<input type="text"/> <input type="radio"/> Lbs <input type="radio"/> Kgs	<input type="text"/> <input type="radio"/> Lbs <input type="radio"/> Kgs
Zero Fuel Weight	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Galley Type:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Extended Overwater Capability?	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
APU Type	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Cargo Handling System (If Applicable)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Only appears if aircraft type and model is cargo				
Comments?	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Submit And Go To Aircraft Conditions

Fig. 19

### Request "Purchase / Lease Back"



 Denotes a required field

	Aircraft 1	Aircraft 2	Aircraft 3	Aircraft 4
Aircraft Type:				
Aircraft Model:				
Year Of Manufacture:				
Aircraft Serial Number:				

**Aircraft Conditions: As Of Date**   21

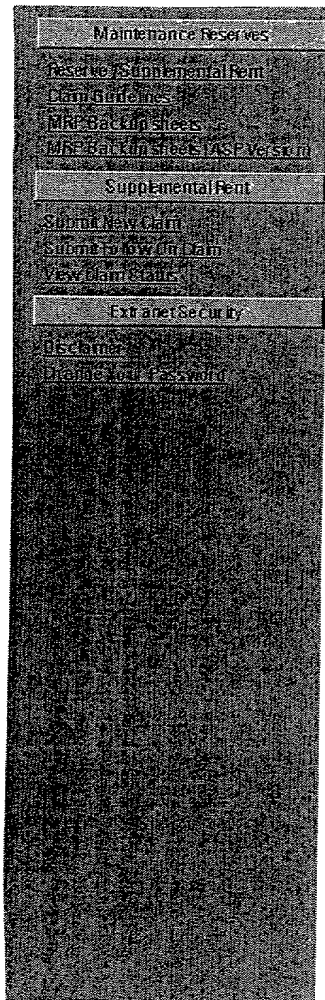
**Airframe / Landing Gear / APU:**

**Total Hours Since New?**

**Total Cycles Since New?**

Please attach the following documents. You can either drag these documents from your Desktop or Microsoft File Manager or use the 'Attach File' button to locate documents on your system. If you are unable to attach any of these documents please either:

Fig. 20



Aircraft Conditions: As Of Date

**Airframe / Landing Gear / APU:**

Total Hours Since New?

Total Cycles Since New?

Please attach the following documents. You can either drag these documents from your Desktop or File Manager or use the 'Attach File' button to locate documents on your system. If you are unable to attach any of these documents please either:

- Email them to @.com (referencing the ID number you will be allocated for this request)
- Fax them to  (referencing the ID number you will be allocated for this request)
- Post them to Purchase Lease Back Technical Team

Please note that your request cannot be processed until all documents have been received.

Summary Of your  
Airframe Maintenance  
Schedule (With Check  
intervals)

Attach Files

I will send this by  
email / fax / post



Airframe / Landing  
Gear / APU Records

Attach Files

Attach Files

Attach Files

Attach Files

**Have You Included The Following Or Will You Email / Fax / Post?:**

Airframe And  
Landing Gear  
Maintenance Status

☒ Attached  
☐ Email / Fax / Post

☒ Attached  
☐ Email / Fax / Post

☒ Attached  
☐ Email / Fax / Post

☒ Attached  
☐ Email / Fax / Post

Fig. 21

✱ Airframe And landing Gear Maintenance Status (Including Hours And Cycles)	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached
	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post
✱ Layout Of Cabin Arrangement (Include Basic Galley Drawings If Possible. If IFE installed Give Details)	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached
	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post
✱ APU Maintenance Status	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached
	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post
✱ Engines:	Enter Engine Conditions	Enter Engine Conditions	Enter Engine Conditions	Enter Engine Conditions
Comments?				
Submit And Go To Lease Conditions				

Fig. 22

Home

New Business

Lease Extension

Add Initial Payment

Purchase Lease Back

Enter Aircraft Data

Enter Aircraft Condition

Deal Status

Lease Management

Maintenance Reserves

Supplemental Rent

Submit New Claim

Submit Follow On Claim

View Claim Status

# Purchase / Lease Back

Save Request Data

Click here to complete this request at another time. You will be given an ID Number which you can use to retrieve your data

## - Enter Engine Conditions

### Request "Purchase / Lease Back"



(Red indicates the step you are at, click on any arrow to go to another step)

Denotes a required field

### Aircraft Data:

Aircraft [x]

Aircraft Type:

Aircraft Model:

Year Of Manufacture:

Aircraft Serial Number:

Engine Conditions: As Of Date

Engine Maintenance Status

Engine 1

Engine 2

Engine 3

Engine 4

Attach Files

Attach Files

Attach Files

Attach Files

Fig. 23



MRP Backupsheets (ASP Version)

Supplemental Rent

Submit New Claim

Submit Follow On Claim

New Claims Status

Extranet Security

Home

Change Your Password

Engine Records

Attach Files	Attach Files	Attach Files	Attach Files

**Have You Included The Following Or Will You Email / Fax / Post?:**

Last Shop Visit (Or Equivalent With work Scope Applied)	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post
LLP Sheet Or Back To Birth Statement / LLP	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post
Test Log	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post
Ad Status	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post	<input checked="" type="radio"/> Attached <input type="radio"/> Email / Fax / Post

Fig. 24

Brande Four Password

1

Attach Files	Attach Files	Attach Files	Attach Files

Last Shop Visit (Or  
Equivalent With work  
Scope Applied)

<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached
<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post

<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached
<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post

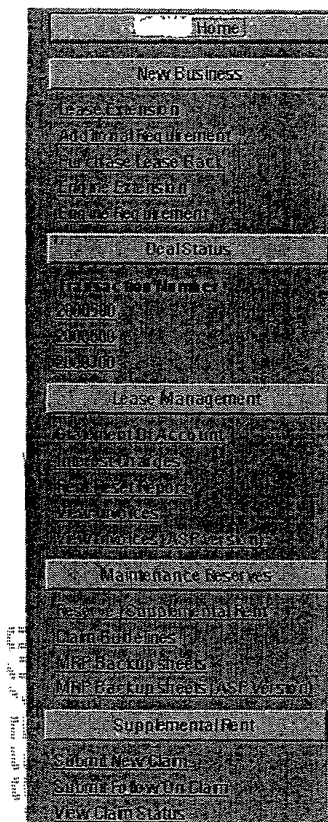
<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached
<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post

<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached	<input checked="" type="radio"/> Attached
<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post	<input type="radio"/> Email / Fax / Post

--	--	--	--

### Submit And Return To Aircraft Conditions

Fig. 25



## Purchase / Lease Back

Save  
Request Data

Click here to complete this request  
at another time. You will be given  
an ID Number which you can use  
to retrieve your data

### - Propose Lease Conditions / Request Term sheet

#### Request "Purchase / Lease Back"



(Red indicates the step you are at, click on any arrow to go to another step)

Denotes a required field

#### Aircraft Data:

	Aircraft 1	Aircraft 2	Aircraft 3	Aircraft 4
Aircraft Type:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Aircraft Model:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Year Of Manufacture:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Aircraft Serial Number:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

#### Proposed Lease Conditions:

Require Bid By:	<input type="text"/>			
Purchase / Lease Start Date:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Lease Term (Months):	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Fig. 26

[Reserve /Supplemental Rent](#)  
[Claim Guidelines](#)  
[MRP Backup Sheet](#)  
[MRP Backup Sheets \(ASP Version\)](#)  
[Supplemental Rent](#)  
[Submit New Claim](#)  
[Submit Follow-up Claim](#)  
[View Claim Status](#)  
[Extender Security](#)  
[USCLAIM](#)  
[Change Your Password](#)

Fig. 27

Options:

Extensions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Early Termination	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Repurchase Option	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Comments?

--	--	--	--

Lessee Financials:

Lessee Financials:

(Revenue, Op Income, Total Liabilities, Equity,  
Total Assets, Market Securities, Bank Lines  
Available, Available Cash)

⚙️ 'Drag files from your desktop or file manager or use  
the 'Attach Files' button opposite

Attach  
Files

Fleet Information:

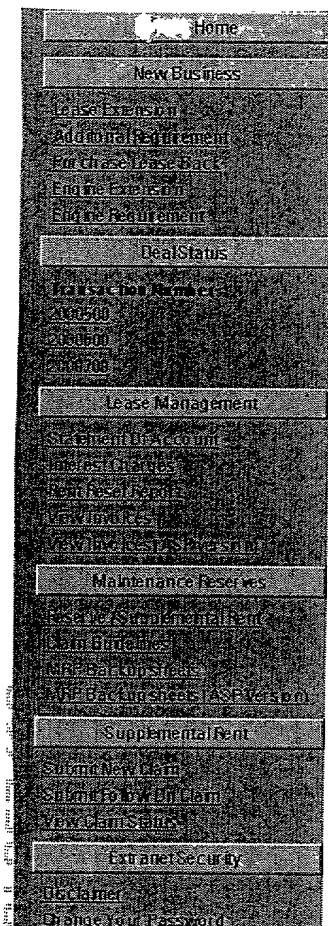
'Drag files from your desktop or file manager or  
use the 'Attach Files' button opposite



Attach  
Files

Request Termsheet

Fig 28



## Purchase / Lease Back

### - Request Term sheet

#### Request "Purchase / Lease Back"



(Red indicates the step you are at, click on any arrow to go to another step)

#### Thank you for requesting a Term Sheet

If follow docs are required this message is displayed:

**Transaction number [XXXXXXXXXX] has been assigned to your request**

**You have indicated that you will Email / Fax / Post the following documentation:**

- 1.
- 2.
- 3.
- 4.
- 5.

**Once we receive this documentation we can complete processing your request. You will receive a confirmational Email confirming the documentation you will be sending and your request ID number.**

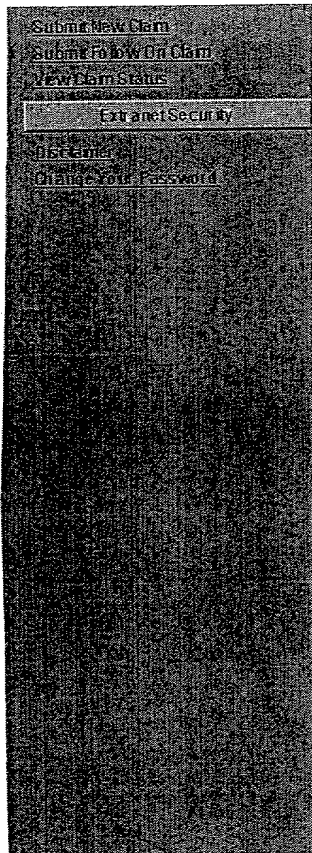
If all documentation has been provided this message is displayed:

**Transaction number [XXXXXXXXXX] has been assigned to your request**

**You will receive a confirmational Email confirming your request ID number.**

Your request will be forwarded to your Marketing Representative at  
Please confirm your contact details

Fig. 29



**You will receive a confirmational Email confirming your request ID number.**

Your request will be forwarded to your Marketing Representative at  
Please confirm your contact details

### Confirm Address

<input type="text"/>	<input type="text"/>	<input type="text"/>
First Name:	Initial:	Last Name:
<input type="text"/>		
Address1:		
<input type="text"/>		
Address2(optional):		
<input type="text"/>	<input type="text"/>	<input type="text"/>
City:	State / Province (Optional):	Zip / Postal Code:
<input type="text"/>		
Country:		
<input type="text"/>		
<input type="text"/>	<input type="text"/>	
Work Telephone Number:	Fax Number(Optional):	
<input type="text"/>		
Email Address:	<input type="button" value="Edit Contact Details"/>	

Fig. 30

Home

New Business

Lease Extension

Additional Requirement

Put these Lease Back

Engine Extension

Cancel the Requirement

Deal Status

Transaction Number

2000500

2000600

2000700

Lease Management

Statement of Account

Interest Charges

Lease Report

View Analytics

Maximum Lease Amount

Maintenance Reserves

Reserve (Supplemental Rent)

Lease Guidelines

MRP Backup sheets

MRP Backup sheets (ASP version)

Supplemental Rent

Submit New Claim

Submit Follow On Claim

View Claim Status

## Purchase / Lease Back

### - Request Term sheet

#### Request "Purchase / Lease Back"



(Red indicates the step you are at, click on any arrow to go to another step)

#### Edit Address

<input type="text"/>	<input type="text"/>	<input type="text"/>
First Name:	Initial:	Last Name:
<input type="text"/>		
Address1:		
<input type="text"/>		
Address2(optional):		
<input type="text"/>	<input type="text"/>	<input type="text"/>
City:	State / Province (Optional):	Zip / Postal Code:
<input type="text"/>		
Country:		
<input type="text"/>		
Work Telephone Number:		Fax Number(Optional):
<input type="text"/>		<input type="text"/>

Fig. 31



Purchase Lease Back  
 Engine Extension  
 Engine Requirement

Deal Status

Transaction Number  
 2000500  
 2000600  
 2000700

Lease Management

Statement of Account  
 Interest Charges  
 Rent Resol report  
 View Invoices  
 View Invoices (ASP version)

Maintenance Reserves  
 Reserve Supplemental Rent  
 Main Invoices  
 Main Backup Sheets  
 MRN Backup Sheets (ASP version)

Supplemental Rent  
 Submit New Claim  
 Submit Follow Up Claim  
 View Claim Status

Extranet Security  
 Declaim  
 Change Your Password

# Request "Purchase / Lease Back"



(Red indicates the step you are at, click on any arrow to go to another step)

## Edit Address

First Name: Initial: Last Name:

Address1:

Address2(optional):

City: State / Province (Optional): Zip / Postal Code:

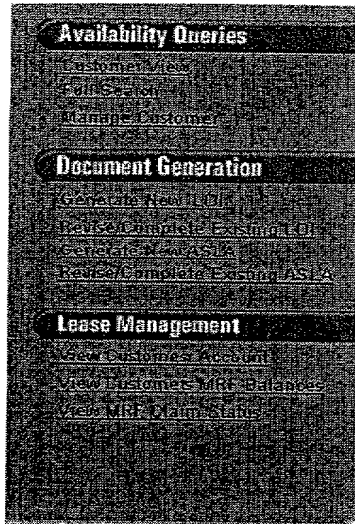
Country:

Work Telephone Number: Fax Number(Optional):

Email Address:

Submit Contact Details

Fig. 32



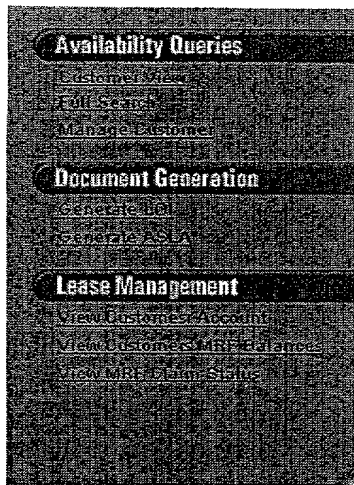
## Customer View

---

Select Customer

View Query For

Fig. 33



## Customer View

Select Customer

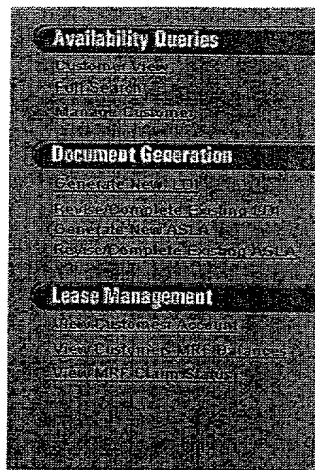
View Query For



Previous searches made by Airways

Query Number	Aircraft Type	Engine Type/Thrust	EFIS/Non EFIS	Lease Term	Query Date
<u>BA001</u>	B73 -60	F 56-7B	EFIS	60 months	23/04/2000
<u>BA002</u>	B73 -60	F 56-7B	EFIS	48 months	30/03/2000
<u>BA003</u>	B73 -60	F 56-7B	EFIS	60 months	23/02/2000
<u>BA004</u>	M 8	F 56-7B	EFIS	60 months	23/01/2000

Fig. 34



## Full Search

\* Denotes a required field

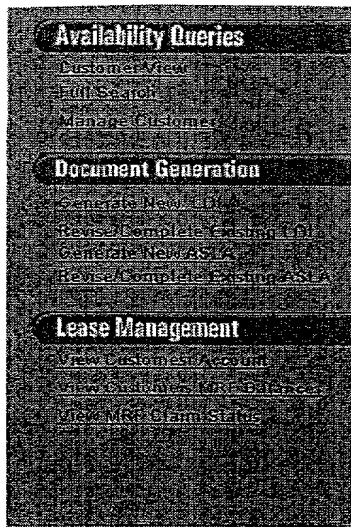
### Specify Aircraft Criteria Below

<input type="checkbox"/> Aircraft Type	<input type="text" value="B73-30"/>	<input checked="" type="radio"/> New <input type="radio"/> Used <input type="radio"/> Both
<input type="checkbox"/> Engine Type	<input type="text" value="F 56-A"/>	
Engine Thrust	<input type="text" value="27000"/> lbs	
Configuration	<input type="text" value="F"/> <input type="text" value="B"/> <input type="text" value="Y"/>	
MTOW	<input type="text" value="75000"/> lbs	
Galleys	<input type="text" value="Atla"/>	
Year of Manufacture	<input type="text" value="1994"/> to <input type="text" value="1999"/>	

### Specify Lease Delivery Requirements

<input type="checkbox"/> First Delivery Month	<input type="text" value="Jan"/> <input type="text" value="2001"/>	No. of Aircraft	<input type="text"/>
Second Delivery Month	<input type="text" value="Jan"/> <input type="text" value="2001"/>	No. of Aircraft	<input type="text"/>
Third Delivery Month	<input type="text" value="Jan"/> <input type="text" value="2001"/>	No. of Aircraft	<input type="text"/>

Fig. 35



# Manage Customer

Airlines	<div>Airways</div>	<div>go</div>	
Engine Type	<div>10</div>	Thrust	<div>5</div>
EFIS	<div>9</div>	New/Used	<div>3</div>
Delivery Month	<div>8</div>	MTOW	<div>6</div>
Galley Type	<div>7</div>	Seating	<div>2</div>
		Configuration	<div></div>
Number of Aircraft for each delivery date			
<div>3</div>		Total no. of aircraft	<div>6</div>
Send email for customer query <input checked="" type="checkbox"/>			
<div>Save</div>	<div>Reset</div>	<div>Close</div>	

Fig. 36

Home

New Business

Lease Extension

Additional Requirement

Purchase Lease Back

Lease Extension

Lease Requirement

Deal Status

TRANSACTION NUMBER

2000500

2000600

2000700

Lease Management

Statement of Accounts

Interest Charges

Rent Payment Report

View Invoices

View Invoices (ASP version)

Maintenance Reserves

Reserve Supplemental Rent

Claim Guidelines

MRP Backup sheets

MRP Backup sheets (ASP version)

Supplemental Rent

Submit New Claim

Submit Follow Up Claim

View Claim Status

## Purchase Lease Back

### - Search For Customer Request

#### Search For Customer Request:

Select the customer, time period they made the request within or the request ID number and click on the button below

Customer:

Time period

Request ID Number

Locate Requests

Fig. 37

Home

New Business

Lease Extension

Add Initial Requirement

Purchase Lease Back

End Lease Extension

End the Requirement

Deal Status

Request ID Number

2000500

2000600

2000700

Lease Management

Statement Of Account

Interest Charges

Lease Report

Lease Notices

Lease Notices (ASP version)

Maintenance Reserves

Reserve Supplemental Rent

Claim Guidelines

MNP Backup sheets

MNP Backup sheets (ASP version)

Supplemental Rent

Submit New Claim

Submit Follow Up Claim

View Claim Status

## Purchase Lease Back

### - Search For Customer Requests - Results

Search Results:

Request ID Number	Customer:	Asset Type(s):	Date Request Submitted:	
				Review
				Review
				Review
				Review
				Review

Your Search Parameters:

If you wish to search again reselect the customer, the Time Period Or Request ID Number and click on 'New Search'

Customer:

Time period  Request ID Number

New Search

Fig. 38

Home

New Business

Lease Extension

Additional Requirement

Purchase Lease Back

Engine Extension

Engine Replacement

Deal Status

Transaction Number

2000500

2000600

2000700

Lease Management

Statement of Account

Interest Charges

Rent Reser Report

View Invoices

View Invoices ASP Version

Maintenance Reserves

Reserve / Supplemental Rent

Claim Guidelines

MRF Backup sheets

MRF Backup sheets (ASP Version)

Supplemental Rent

Submit New Claim

Submit to Low On Claim

View Claim Status

## Purchase / Lease Back

### - Save Partially Completed Request

#### Request "Purchase / Lease Back"



Transaction number [XXXXXXXXXXXX] has been assigned to your partially completed request

If you require any help completing this request please call one of the following numbers:

Americas	XXXXXXXXXXXX
Asia	XXXXXXXXXXXX
Europe, Middle East and Africa	XXXXXXXXXXXX

To complete your request click on the step above labelled "New Request / Amend Old Request"

Print this page for your records

Fig. 39



# Generate an LOI

<input type="checkbox"/>	Revise/Complete Existing LOI	Select Customer <input type="checkbox"/>
--------------------------	------------------------------	--

Fig. 40

Availability Queries

Customer View  
Full Search  
Manage Customer

Document Generation

Generate New LOI  
Revise/Complete Existing LOI  
Generate New ASLA  
Revise/Complete Existing ASLA

Lease Management

View Customers Accounting  
View Customers MRR Balances  
View MRR Claim Status

# Generate an LOI

☐

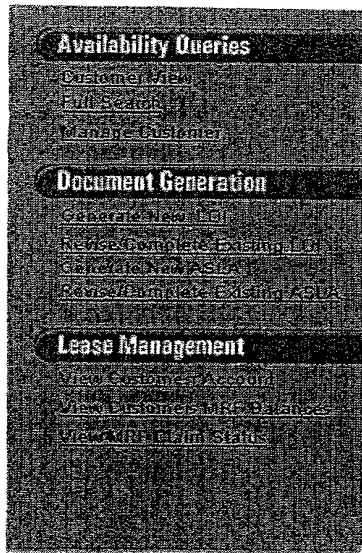
Revise/Complete Existing LOI

☐

Airways

Query Number	Aircraft Type	Serial Number	Date
<u>BA001</u>	B73 -30	S 12	Jan 2002
<u>BA002</u>	A3 -20	S 75	Mar 2001

Fig. 41



## Generate an ASLA

<input type="checkbox"/>	Revise/Complete Existing ASLA	Airways	<input type="checkbox"/>
--------------------------	-------------------------------	---------	--------------------------

Query Number	Aircraft Type	Serial Number	Date
BA001	B73 -30	S 12	Jan 2002
BA002	A3 -20	S 75	Mar 2001

Fig. 42

**Deal Management System v1.23**

View

Deal Ref:  Serial No:  Involving (4 Letter Code):  (Click DISPLAY)

Lessee/Customer/Airlines:  Category:  Aircraft Type:  Region:

Deal Ref	Category	Lessee	Sponsor	Serial No(s)	Type
2000116	Lease LOI - Ne...	alev	D IN	TBA	B76 -30

Number of deals displayed: 1

Fig. 43

**Deal Details**

Lessee Details | Rental | MRF Rates

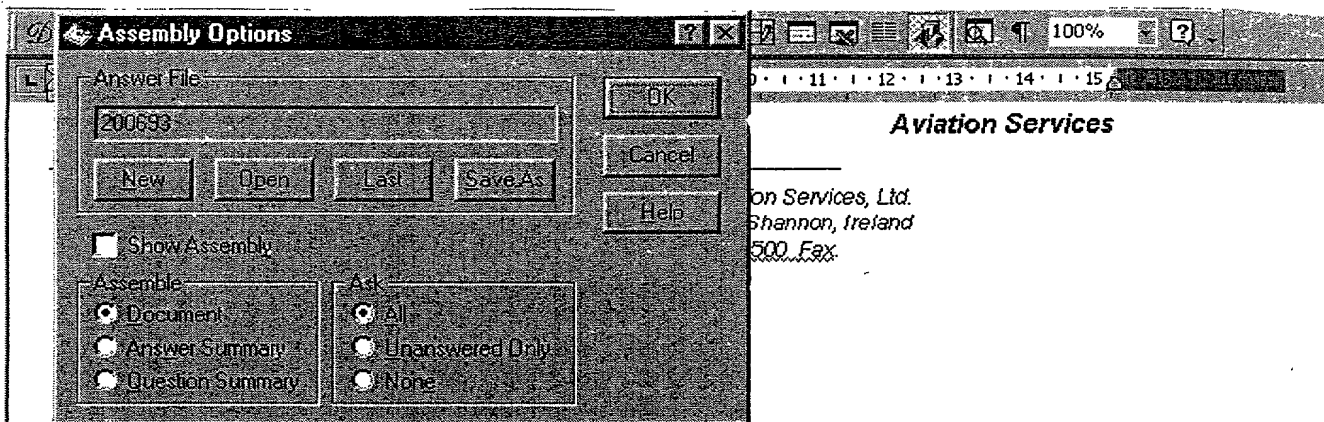
Lessee Trading Name:  Lessee Code:

Lessee Registered Name:

Country:

Address:

Fig. 44



4. Attention: - *azl*.

### LETTER OF INTENT

5. Dear *azl*

6. Please find attached a summary term sheet outlining the understanding reached about the potential lease of a *B73 -40* ("Aircraft") to *azl* Airlines
7. This letter with attachments is only an outline, not an offer or agreement to lease. No contract will exist until an Aircraft Specific Lease Agreement (ASLA) incorporating an aircraft common terms agreement is signed by both Lessor and Lessee.

Accordingly this Letter of Intent creates no legal obligations unless and until Lessor and Lessee obtain all necessary corporate approvals and third party consents. Then it is mutually intended that this Letter of Intent shall only oblige each party to negotiate in good faith towards a final binding agreement.

Please note that the Aircraft remains on the market until we have received the deposit, this counter signed Letter of Intent and Lessee's most recent audited accounts, management

Fig. 45

Airlines

## Contracts Room

Title ▼

B73 40 101

B73 40 101 Signed Copy (Revision #A 10)

Draft one of Asia

test

test (Revision #D 10 4)

test (Revision #P 10 7)

test (Revision #N 10 1)

Author ▼

Moo Gera

Ta An

Ta An

Bart David

Bart David

Berg Pa

OBr No

Modified ▼

10/18/2000

10/20/2000

10/18/2000

10/20/2000

10/20/2000

10/20/2000

10/20/2000

New Page Cleanup

go to top

new page cleanup

Local Internet

Fig. 46





Go

- [Go Back](#)
- [Contracts Room](#)
- [Board Room](#)
- [Contact List](#)
- [Calendar](#)
- [Discussions](#)
- [Room Index](#)
- [Room Options](#)
- [Room Security](#)

Tools

- [news daily/weekly](#)
- [advanced search](#)
- [chat / notify / print / tutorial / help](#)

## Tasks

▼ Title ▼		▼ Priority ▼	▼ Start Date ▼	▼ Due Date ▼	All Tasks   Milestones   To Do
✓	Inspect Aircraft	Medium		10/17/2000	Assigned To ▼
!	Sign LOI	High		10/20/2000	Oyot Ham
!	Onsite Meeting in Alav		10/23/2000	10/24/2000	Doug Wfr
					Micha O Ma

go to top

new task page | new... | cleanup | folder





New Calendar Page New... Folder...

# Calendar

October 2000

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
25	26	27	28	29	30	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31	1	2	3	4	5

Times shown are Greenwich Mean Time

Go

[Go Back]

Contracts Room

BoardRoom

Contact List

Calendar

Tasks

Discussions

Room Index

Room Options

Room Security

Tools

new daily/weekly advanced search

chat/notify/print/tutorial/help

go to top new calendar page new... folder...

Fig. 48

**Engine Leasing Home**

**Request a Proposal**

Request a Proposal

Request a Proposal

Request a Proposal

**Deals in Progress**

Deals in Progress

Deals in Progress

**Review Account Status**

Review Account Status

Review Account Status

Review Account Status

**Maintenance Reserves**

Maintenance Reserves

Maintenance Reserves

Maintenance Reserves

Maintenance Reserves

Maintenance Reserves

Maintenance Reserves

Maintenance Reserves

**Related Sites**

Related Sites

Related Sites

Related Sites

Related Sites

**Extranet Security**

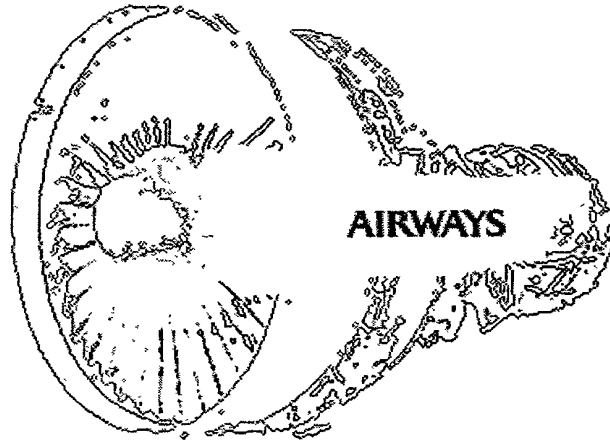
Extranet Security

Extranet Security

# Your Engine Leasing Deal Room

---

Welcome Joe



Please select an option from the main menu bar

Fig. 49

## Engine Leasing Home

### Request a Proposal

Request a Proposal  
Request a Proposal  
Request a Proposal

### Deals in Progress



### Review Account Status

Review Account Status  
Review Account Status  
Review Account Status

### Maintenance Reserves

Maintenance Reserves  
Maintenance Reserves  
Maintenance Reserves

### Related Sites



### Extranet Security

Extranet Security  
Extranet Security

# Lease Extension

## AIRWAYS

## Current Fleet

Engine Serial Number	Engine Type	Current Expiry	New Expiry Date	Request Extension Term Sheet
S 123	F 56-3	16-Nov-2000	16 Nov 2002	

Submit

Fig. 50

**Engine Leasing Home**

**Request a Proposal**

**Deals in Progress**


**Review Account Status**

**Maintenance Reserves**


**Related Sites**


**Extranet Security**


## Seek Additional Engines


 Denotes a required field

### Specify Engine Criteria Below

 Engine Type

 Engine Thrust  lbs


 QEC Configuration


 Fire Warning Harness Configuration

ETOPS

Noise Configuration


### Specify Data for Proposal and Delivery


 Lease Term  ☐ Days ☐ Months ☐ Years

 First Lease Start Date  2000  no. of engines

Second Lease Start Date  2000  no. of engines

Third Lease Start Date  2000  no. of engines

 Annual Utilisation  no. flight hrs

 Hour to Cycle Ratio

Minimum EGT Margin  Degrees Celcius

Installation Location

Fig. 51



**Engine Leasing Home**

**Request a Proposal**

[Seek Additional Engines](#)  
[Extend Existing Engines](#)  
[Seek Sale and Lease Back](#)

**Deals in Progress**

Deal 1  
 Deal 2

**Review Account Status**

[Statement of Account](#)  
[Request Statement](#)  
[View Invoice](#)  
[Request Statement](#)

**Maintenance Reserves**

[Request Balance](#)  
[Submit Maintenance Claim](#)  
[Submit Breakdown Report](#)  
[Submit Follow-up Claim](#)  
[Request Balance](#)

**Related Sites**

Site 1  
 Site 2  
 Site 3

**Contact Us**

[Request Assistance](#)  
[Feedback](#)

**Extranet Security**

[Disclaimer](#)  
[Change Your Password](#)

## Thank you for requesting a Term Sheet

Your request has been forwarded to Engine Leasing. We will contact you within 24 hours. Please confirm your contact details, where incorrect please modify.

First Name

Initial Last Name

Street Address

City

State

Country

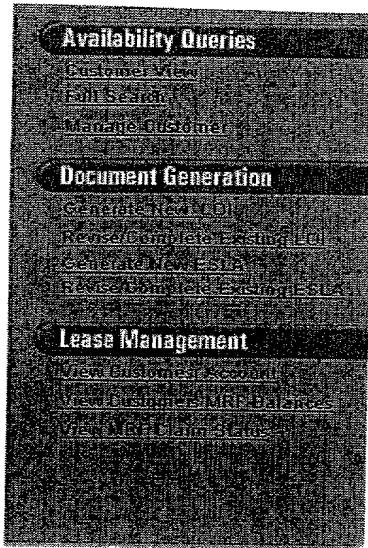
Zip

E-mail Address

Work Phone

Submit

Fig. 53



## Customer View

---

Select Customer

View Query For

Fig. 54

Availability Queries
Customer View
Full Search
Manage Customer

Document Generation
Generate New LDI
Revis/Complete Existing LDI
Generate New CSLA
Revis/Complete Existing CSLA

Lease Management
View Customer Account
View Customer MR Balance
View MR Claim Status

# Customer View

Select Customer

Airways

View Query For

Last 1 week

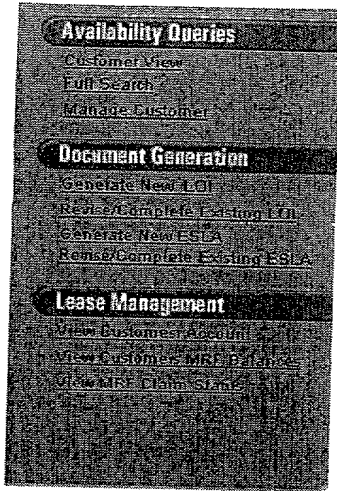
go

Previous searches made by Airways

Query Number	Engine Type	Engine Thrust	QEC Config.	ETOPS	Availability	House Keeping Location	Lease Term	Query Date
<a href="#">BA001</a>	F 56-3	23,500lbs	Full	Yes	30-Sept-00	OWS-London	12 months	23-Apr-00
<a href="#">BA002</a>	F 56-3	23,500lbs	Full	Yes	30-Sept-00	OWS-Dallas	12 months	30-Mar-00

Fig. 55





# Full Search

Denotes a required field

## Specify Engine Criteria Below

Engine Type	<input type="text" value="F 56-3"/>
Aircraft Type	<input type="text" value="B73"/>
Engine Thrust	<input type="text" value="23500"/> lbs
QEC Configuration	<input type="text" value="Full"/>
Fire Warning Harness Configuration	<input type="text" value="Graviner"/>
ETOPS Qualified	<input type="text" value="Yes"/>
Noise Configuration	<input type="text" value="Stage 2"/>

## Specify Data for Delivery

First Lease Start Date	<input type="text" value="30"/> <input type="text" value="Sept"/> <input type="text" value="2000"/>	<input type="text"/>	no. of engines
Second Lease Start Date	<input type="text" value="Oct"/> <input type="text" value="2000"/>	<input type="text"/>	no. of engines
Third Lease Start Date	<input type="text" value="Nov"/> <input type="text" value="2000"/>	<input type="text"/>	no. of engines
Installation Location	<input type="text" value="Europe"/>		

Fig. 56

### Availability Queries

Customer View  
Full Search  
Manage Customer

### Document Generation

Generate New LOI  
Revise/Complete Existing LOI  
Generate New ESLA  
Revise/Complete Existing ESLA

### Lease Management

View Customer Account  
View Customer MRF Balances  
View MRF Claim Status

# Manage Customer

Airline

Airways

go

Engine Type

Engine Thrust

QEC Configuration

ETOPS Qualified

First Lease Start  
Date

No. of Engines for  
each lease start date

Total no. of  
Engines

Send email for  
customer query



Save

Reset

Close

Fig. 57

## Appendix 1

NEW\_DB1 -- Display1 / <Main Subject Area>

Availability\_Query  
Query\_Number

Created\_by  
Dte\_Created  
Updated\_by  
Dte\_Updated  
Aircraft\_Model  
Aircraft\_Series  
Engine\_Model  
Engine\_Series  
Engine\_Thrust  
New\_Used  
EFIS  
Weight\_Units  
MTOW  
Seating\_F  
Seating\_B  
Seating\_Y  
Galley\_Type  
YOM\_Start  
YOM\_End  
Lease\_Term  
Utilisation  
H/C\_Ratio  
Registration  
adb\_lessee\_code/2  
ce\_login\_id

Required\_del\_dates  
Query\_Number (FK)  
Delivery\_Number

Delivery\_Year  
Delivery\_month  
Quantity

Result\_of\_Query  
Result\_Number  
Query\_Number (FK)  
Delivery\_Number (FK)  
Prelim\_serial\_no  
Termsheet\_Requested  
OSeating\_F  
NSeating\_F  
OSeating\_B  
NSeating\_B  
OSeating\_Y  
NSeating\_Y  
OMTOW  
NMTOW  
NMTOW\_Units  
OGalley\_Type  
NGalley\_Type  
Lease\_Term/2  
Utilisation/2  
H/C\_Ratio/2  
Registration/2  
comments  
YOM\_Start/2  
YOM\_End/2  
engine\_model  
engine\_series  
EFIS/4

World\_Fleet

Aircraft\_Type  
Engine\_Type  
Engine\_Thrust/2  
MTOW/2  
First\_Year\_of\_Manuf  
Last\_Year\_of\_Manuf

Customer\_Configuration

adb\_lessee\_code  
Engine\_type  
Engine\_thrust  
MTOW/3  
Seating\_Config  
Galley\_type  
Delivery\_Date  
EFIS/2  
New\_Used/2  
A/C\_by\_deliv\_date  
Total\_No\_of\_A/C  
Email\_for\_query

CUST\_EXEC

CE\_LOGIN\_ID  
CREATED\_BY  
DTE\_CREATED  
UPDATED\_BY  
DTE\_UPDATED  
ADB\_LESSEE\_CODE  
CE\_NAME\_PREFIX  
CE\_FIRST\_NAME  
CE\_SECOND\_NAME  
CE\_EMAIL\_ADDRESS  
CE\_PHONE\_NUMBER  
CE\_JOB\_TITLE  
CE\_LOGIN\_APPROVED\_BY  
CE\_LOGIN\_APPROVED\_DTE  
ACCESS\_NO  
USER\_TYPE  
MROID  
WXCUSTID

DSS\_ENQ

prelim\_serial\_no  
CREATED\_BY  
Aircraft\_type  
DTE\_CREATED  
Engine\_type/2  
MODEL\_NAME  
MTOW/4  
MODEL\_NAME\_ENG  
NOISE\_STAGE  
Engine\_thrust/2  
New\_used\_ind  
SERIAL\_NO  
EFIS/3  
seating\_config\_F  
SERIES  
SERIES\_ENG  
seating\_config\_B  
seating\_config\_Y  
LSO\_LESSEE  
LSO\_START  
galley\_type  
LSO\_END  
Year\_of\_manufacture  
LSI\_LESSOR  
LSI\_START  
LSI\_END  
LSO\_TERM  
LSO\_REMAINING  
FLEET\_IND  
MANUFACTURE\_DTE  
AGE  
LEASE\_NO  
DEAL\_STATUS  
DEAL\_NO  
OFF\_LEASE\_LOCATION  
PORTFOLIO\_COMMENT  
REGISTRATION  
PUR\_CONTRACT  
PORTFOLIO\_STATUS  
PROP\_INDICATOR  
MANUFACTURER  
BODY\_WIDTH  
LSO\_TYPE  
LSO\_LESSOR  
LSO\_PUT\_OPTION  
LSO\_CALL\_OPTION  
LSO\_TERM\_OPTION  
LSO\_EXT\_OPTION  
OWNER  
NET\_BOOK\_VALUE  
DTE\_NET\_BOOK  
RISK\_EXPOSURE  
DTE\_RISK\_EXP  
LSO\_REGION  
LSO\_COUNTRY  
TYPE  
ENGINE\_TYPE  
TEMP1  
TEMP2  
TEMP3  
LSI\_LESSEE  
FUTURE\_LEASE  
LOIS  
FUTURE\_SALES  
MGT\_AGREEMENT  
TAX\_BASED\_DO  
CONVERSION\_MAINT  
REMARKETING\_AGMT  
NONCONIND  
IN\_THE\_FLEET  
FUTURE\_START  
FUTURE\_END  
OFF\_LEASE\_COUNTRY  
MONTHLY\_RENTAL  
FLEET\_NOTES  
PRODUCT\_TYPE  
OPERATOR  
LINE\_NO  
PAST\_OPERATOR  
PAST\_DELIVERY  
PAST\_REDELIVERY  
OWNER\_CAT  
TEMP4  
ISAOG  
RECORD\_LOCATION  
COMMENTS1  
COMMENTS2  
MANAGED\_CLIENT

AVAILABILITY

PRELIM\_SERIAL\_NO  
CREATED\_BY  
DTE\_CREATED  
UPDATED\_BY  
DTE\_UPDATED  
SERIAL\_NO  
MODEL\_NAME  
SERIES  
STS  
EXPIRY\_FROM  
DTE\_AVAIL  
COMMENTS  
AVAIL\_IS  
FOR\_SALE\_IND  
TECH\_ISSUES  
OWNER\_ISSUES  
MARKET\_ISSUES  
LEASE\_RATE  
DOWNTIME  
COST\_TO\_MARKET  
CURRENT\_MARGIN  
DEAL\_COMMENTS  
MKTING\_EXEC  
MANAGED\_CLIENT  
RE\_LEASE  
SOLD\_IND  
CATEGORY  
VISIBLE\_ON\_INTERNET

NEW\_DB1 -- Display1 / <Main Subject Area>  
MAX\_TAKEOFF\_UPG  
LAST\_SPEC\_DTE  
MANAGED  
RESIDUAL\_VAL  
RENT\_FREQ  
RENT\_TYPE  
INTEREST\_RATE  
USEFUL\_LIFE\_END  
MTHLY\_DEPRECIATION  
TOT\_RECEIVABLE  
NET\_REVENUE  
NET\_INCOME  
MISC\_MARKETING  
TECH\_REP  
FMV  
EFIS  
AIRCLAIMS  
AVITAS  
BK  
MKT\_EXPOSURE  
PRIOR\_YEAR\_FMV  
NEXT\_YEAR\_FMV  
Marketing\_ind

# TECHNICAL\_SPECIFICATIONS1 -- Display1 / <Main Subject Area>

<p>AIRCRAFT</p> <p>PRELIM_SERIAL_NO</p> <p>CREATED_BY</p> <p>DTE_CREATED</p> <p>UPDATED_BY</p> <p>DTE_UPDATED</p> <p>MODEL_NAME</p> <p>SERIES</p> <p>SERIAL_NO</p> <p>LINE_NO</p> <p>TRADING_NAME_OPR</p> <p>TECH_MODEL</p> <p>TECH_DASH_NO</p> <p>BASE_DATE</p> <p>BASE_FLIGHT_TIME</p> <p>BASE_CYCLES</p> <p>CUM_DATE</p> <p>CUM_FLIGHT_TIME</p> <p>CUM_CYCLES</p> <p>TRADING_NAME_MNT</p> <p>NEXT_CHECK_DATE</p> <p>NEXT_CHECK_DUE</p> <p>NEXT_CHECK_DATE</p> <p>OPERATIONAL_STS</p> <p>NOISE_STAGE</p> <p>NEW_NOISE_STAGE</p> <p>NEW_NOISE_STAGE_DTE</p> <p>MODEL_NAME_ENG</p> <p>SERIES_ENG</p> <p>COST_CENTRE</p> <p>CHECK_PERIOD</p> <p>CHECK_PERIOD</p> <p>FINANCE_CLOSE</p> <p>ACIS COMMENTS</p> <p>OPN_SELECT</p> <p>CHECK_MONTHS_INT</p> <p>CHECK_MONTHS_INT</p> <p>CHECK_MONTHS_INT</p> <p>RESIDUAL_VALUE</p> <p>USEFUL_LIFE_END</p>	<p>DSS_ENG</p> <p>PRELIM_SERIAL_NO</p> <p>CREATED_BY</p> <p>DTE_CREATED</p> <p>MODEL_NAME_ENG</p> <p>NOISE_STAGE</p> <p>SERIAL_NO</p> <p>SERIES</p> <p>SERIES_ENG</p> <p>ISO_LESSEE</p> <p>ISO_START</p> <p>ISO_END</p> <p>ISO_LESSOR</p> <p>ISO_START</p> <p>ISO_END</p> <p>ISO_TERM</p> <p>ISO_REMAINING</p> <p>FLEET_IND</p> <p>MANUFACTURE_DTE</p> <p>AGE</p> <p>LEASE_NO</p> <p>DEAL_STATUS</p> <p>DEAL_NO</p> <p>OFF_LEASE_LOCATION</p> <p>PORTFOLIO_COMMENT</p> <p>REGISTRATION</p> <p>PUR_CONTRACT</p> <p>PORTFOLIO_STATUS</p> <p>PROP_INDICATOR</p> <p>MANUFACTURER</p> <p>BOOY_WIDTH</p> <p>ISO_LESSOR</p> <p>ISO_PUT_OPTION</p> <p>ISO_CALL_KRM</p> <p>ISO_TERM_OPTION</p> <p>ISO_EXT_OPTION</p> <p>OWNER</p> <p>NET_BOOK_VALUE</p> <p>NET_NET_BOOK</p> <p>RISK_EXPOSURE</p> <p>DTE_RISK_CAP</p> <p>ISO_REGION</p> <p>ISO_COUNTRY</p> <p>TYPE</p> <p>ENGINE_TYPE</p> <p>TEMP1</p> <p>TEMP2</p> <p>TEMP3</p> <p>LSI_LESSEE</p> <p>FUTURE_LEASE</p> <p>LONG</p> <p>FUTURE_SALES</p> <p>MGT_AGREEMENT</p> <p>TAX_BASED_DD</p> <p>CONVERSION_MAINT</p> <p>REMARKETING_ACMT</p> <p>NONCONFORM</p> <p>IN THE FLEET</p> <p>FUTURE_START</p> <p>FUTURE_END</p> <p>OFF_LEASE_COUNTRY</p> <p>MONTHLY_RENTAL</p> <p>FLEET_NOTES</p> <p>PRODUCT_TYPE</p> <p>OPERATOR</p> <p>LINE_NO</p> <p>PAST_OPERATOR</p> <p>PAST_DELIVERY</p> <p>PAST_REDELIVERY</p> <p>OWNER_CAT</p> <p>TEMP4</p> <p>ISAO</p> <p>RECORD_LOCATION</p> <p>COMMENTS1</p> <p>MANAGED_CLIENT</p> <p>PRODUCTION_NO</p> <p>TECH_DASH_NO</p> <p>MAX_TR_OFF_WT</p> <p>MAX_TAKEOFF_UPG</p> <p>LAST_SPEC_DTE</p> <p>MANAGED</p> <p>RESIDUAL_VAL</p> <p>RENT_FRED</p> <p>RENT_TYPE</p> <p>INTEREST_RATE</p> <p>USEFUL_LIFE_END</p> <p>WFLY_DEPRECIATION</p> <p>TOT_RECEIVABLE</p> <p>NET_REVENUE</p> <p>NET_INCOME</p> <p>MSC_MARKETING</p> <p>TECH_REP</p> <p>FINV</p> <p>EFIS</p> <p>AIRCLAIMS</p> <p>AVITAS</p> <p>BN</p> <p>AKT_EXPOSURE</p> <p>PRIOR_YEAR_FMV</p> <p>NEAT_YEAR_FMV</p> <p>marketing_ind</p>	<p>MAINTSPECOM</p> <p>PRELIM_SERIAL_NO</p> <p>DTE_CONFIG</p> <p>CREATED_BY</p> <p>DTE_CREATED</p> <p>UPDATED_BY</p> <p>DTE_UPDATED</p> <p>CATEGORY_COM</p> <p>POSITION</p> <p>CUM_FLIGHT_TIME</p> <p>CUM_CYCLES</p> <p>COMMENTS</p> <p>TIME_SINCE_ON</p> <p>CYCLES_SINCE_ON</p> <p>TIME_SINCE_HSI</p> <p>LAST_ON_DTE</p> <p>TRADING_NAME_MAN</p> <p>PROP_BLACK_TYPE</p> <p>ACT_CYC_AT_ON</p> <p>ON_CONDITION_PRG</p> <p>STATUS_AS_OF</p> <p>CYCLES_SINCE_HSI</p> <p>HARD_TIME_INT</p> <p>HARD_TIME_UNITS</p> <p>ON_INT_HOURS</p> <p>CH_INT_CYCLES</p> <p>CH_INT_MONTHS</p> <p>COM_SERIAL_NO</p> <p>SERIES_COM</p> <p>MODEL_NAME_COM</p> <p>ACFTMNCZPRG</p> <p>SERIAL_NO</p> <p>MODEL_NAME</p> <p>SERIES</p> <p>DTE_CONFIG</p> <p>CREATED_BY</p> <p>DTE_CREATED</p> <p>UPDATED_BY</p> <p>DTE_UPDATED</p> <p>ENG_PRELIM_SER_NO</p> <p>POSITION</p> <p>CUM_FLIGHT_TIME</p> <p>CUM_CYCLES</p> <p>HOURS_TO_LMITER</p> <p>CYCLES_TO_LMITER</p> <p>COMMENTS</p> <p>THRUST_RATING</p> <p>HOURS_LIMITER</p> <p>CYCLES_LMITER</p> <p>TIME_SINCE_ON</p> <p>CYCLES_SINCE_ON</p> <p>STATUS_AS_OF</p> <p>TAKE_SINCE_HSR</p> <p>CYCLES_SINCE_HSR</p> <p>LOCATION</p> <p>MAINTOPT</p> <p>ENGTTYPE</p> <p>CREATED_BY</p> <p>DTE_CREATED</p> <p>UPDATED_BY</p> <p>DTE_UPDATED</p> <p>MODEL_NAME_ENG</p> <p>SERIES_ENG</p> <p>TRADING_NAME_MAN</p>	<p>AIRCRAFTTYPE</p> <p>MODEL_NAME</p> <p>SERIES</p> <p>ACTMAINTDTS</p> <p>DTE_CONFIG</p> <p>CREATED_BY</p> <p>DTE_CREATED</p> <p>UPDATED_BY</p> <p>DTE_UPDATED</p> <p>TRADING_NAME_MAN</p> <p>ACT_ACFT_TYPE_CODE</p> <p>NOISE_STAGE</p> <p>BOOY_WIDTH</p> <p>PROP_INDICATOR</p> <p>COMMENTS</p> <p>DEF_NO_OF_ENGS</p> <p>COMMODITY_IND</p> <p>EPIS</p> <p>DPL_ACFT_TYPE</p> <p>MAINTSPECENG</p> <p>PRELIM_SERIAL_NO</p> <p>ENG_SERIAL_NO</p> <p>MODEL_NAME_ENG</p> <p>SERIES_ENG</p> <p>DTE_CONFIG</p> <p>CREATED_BY</p> <p>DTE_CREATED</p> <p>UPDATED_BY</p> <p>DTE_UPDATED</p> <p>ENG_PRELIM_SER_NO</p> <p>POSITION</p> <p>CUM_FLIGHT_TIME</p> <p>CUM_CYCLES</p> <p>HOURS_TO_LMITER</p> <p>CYCLES_TO_LMITER</p> <p>COMMENTS</p> <p>THRUST_RATING</p> <p>HOURS_LIMITER</p> <p>CYCLES_LMITER</p> <p>TIME_SINCE_ON</p> <p>CYCLES_SINCE_ON</p> <p>STATUS_AS_OF</p> <p>TAKE_SINCE_HSR</p> <p>CYCLES_SINCE_HSR</p> <p>LOCATION</p> <p>MAINTOPT</p> <p>ENGTTYPE</p> <p>CREATED_BY</p> <p>DTE_CREATED</p> <p>UPDATED_BY</p> <p>DTE_UPDATED</p> <p>MODEL_NAME_ENG</p> <p>SERIES_ENG</p> <p>TRADING_NAME_MAN</p>	<p>ACFTTECHDET</p> <p>PRELIM_SERIAL_NO (FK)</p> <p>DTE_CONFIG</p> <p>CREATED_BY</p> <p>DTE_CREATED</p> <p>UPDATED_BY</p> <p>DTE_UPDATED</p> <p>SERIAL_NO</p> <p>MODEL_NAME</p> <p>SERIES</p> <p>LEASE_NO</p> <p>CIRCUMSTANCE</p> <p>SKINOFF_DTE</p> <p>SKINOFF_DTE</p> <p>CUM_FLIGHT_TIME</p> <p>DTE_LAST_WEIGH</p> <p>NEXT_CA_RENEWAL_DTE</p> <p>PROGRAM_TYPE</p> <p>CUM_DATE</p> <p>ENGINE_REPAIR</p> <p>TRADING_NAME_MNT</p> <p>TYPE_IND</p> <p>ENG_MONITOR_IND</p> <p>DERATE_POLICY_IND</p> <p>DERATE_PERCENT</p> <p>LOW_PRES_COMP_HRS</p> <p>LOW_PRES_COMP_CYCS</p> <p>LOW_PRES_COMP_TYPE</p> <p>HGH_PRES_COMP_HRS</p> <p>HGH_PRES_COMP_CYCS</p> <p>HGH_PRES_COMP_TYPE</p> <p>COMP_SECT_HRS</p> <p>COMP_SECT_CYCS</p> <p>COMP_SECT_TYPE</p> <p>HGH_PRES_TURB_HRS</p> <p>HGH_PRES_TURB_CYCS</p> <p>HGH_PRES_TURB_TYPE</p> <p>LOW_PRES_TURB_HRS</p> <p>LOW_PRES_TURB_CYCS</p> <p>LOW_PRES_TURB_TYPE</p> <p>COMMENTS</p> <p>BASIC_EMPTY_VOM</p> <p>BASIC_EMPTY_WEIGHT</p> <p>MONTH_HOURS</p> <p>MONTH_CYCLES</p> <p>SERIAL_NO</p> <p>MODEL_NAME</p> <p>SERIES</p> <p>LEASE_NO</p>	<p>ACFTTECH2CONW</p> <p>MODEL_NAME</p> <p>SERIES</p> <p>SERIAL_NO</p> <p>DTE_CONFIG</p> <p>CHAPTER_NO</p> <p>TECH_EQUIP_NAME</p> <p>TRADING_NAME_VEN</p> <p>EQPMNT_PART_NO_VEN</p> <p>CREATED_BY</p> <p>DTE_CREATED</p> <p>UPDATED_BY</p> <p>DTE_UPDATED</p> <p>QUANTITY</p> <p>TECH_EQUIP_SYSTEM</p> <p>TECH_EQUIP_LOCAT</p> <p>ACFTTECHCARGO</p> <p>PRELIM_SERIAL_NO</p> <p>DTE_CONFIG</p> <p>LOCATION</p> <p>CREATED_BY</p> <p>DTE_CREATED</p> <p>UPDATED_BY</p> <p>DTE_UPDATED</p> <p>SERIAL_NO</p> <p>MODEL_NAME</p> <p>SERIES</p> <p>CUBIC FEET</p> <p>POUNDS</p> <p>PALLETS</p> <p>CONTAINER_SIZE</p> <p>DOOR_WIDTH</p> <p>DOOR_HEIGHT</p> <p>SYSTEM_MAN</p> <p>DOOR_MAN</p> <p>CARGO_SYSTEM</p> <p>REMARKS</p>
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## Appendix 2

*Exhibit 1***TSG = Term Sheet Generator**

1. Our Ref. *DMS Transaction No.*
2. Date: *TSCC(a)*
3. **[FULL NAME & ADDRESS OF LESSEE]** – *Contact Database or Manual Input*
4. **Attention:** – *Contact Database or Manual Input*

**LETTER OF INTENT**

5. Dear \_\_\_\_\_, – *Contact Database or Manual Input*
6. *Please find attached a summary term sheet outlining the understanding reached about the potential lease of a \_\_TSG2\_\_ ("Aircraft") to TSG4*
7. This letter with attachments is only an outline, not an offer or agreement to lease. No contract will exist until an Aircraft Specific Lease Agreement ("ASLA"), incorporating an aircraft common terms agreement, is signed by both Lessor and Lessee.

Accordingly this Letter of Intent creates no legal obligations unless and until Lessor and Lessee obtain all necessary corporate approvals and third party consents. Then it is mutually intended that this Letter of Intent shall only oblige each party to negotiate in good faith towards a final binding agreement.

Please note that the Aircraft remains on the market until we have received the deposit, this counter signed Letter of Intent and Lessee's most recent audited accounts, management accounts and business plan (including the plan for the use of the Aircraft). Lessor will keep such information confidential.

These terms are available only to Lessee and by requesting this Letter of Intent Lessee acknowledges that this letter contains commercially sensitive and proprietary information. Lessee agrees to maintain this information strictly confidential and agrees to disclose it to no person other than Lessee's board of directors and Lessee's employees and professional advisers, if any, advising Lessee in connection with the subject matter of this Letter of Intent.

It is intended that a lease incorporating the terms of this Letter of Intent (as accepted) and other terms normal to such transactions shall be executed no later than 45 business days from the date of acceptance of this Letter of Intent.

If such documentation is not executed by Lessee within that period, Lessor may remarket the Aircraft and until the Lease has been executed by Lessor and Lessee, Lessor will not commence expenditure on the incorporation of modifications to the Aircraft that may be required to meet Lessee's requirements.

**8. Time table for lease negotiations**

Upon and subject to receipt by Lessor of all corporate approvals and third party consents which may be required, Lessor and Lessee agree to negotiate in good faith towards the prompt execution of the Lease in accordance with the following schedule :



(a) Lessor will provide a first draft of the Lease within *TSG32(a)* business days of the date of signature of this Letter of Intent.

(b) Lessee agrees to provide any comments it may have on the draft Lease within *TSG32(b)* business days after issue of the first draft.

(c) Each party agrees to provide redrafts and any subsequent comments to each other on any drafts/comments received from the other within *TSG32(c)* business days.

(d) To assist swift review of documents and reduce excessive e-mail and paper drafts, an electronic deal room [accessible from your extranet page] has been set up. Please let us know who you would like to authorise to access this room.

(e) Associates working on this transaction are: *From Deal Team Maintenance database (C (DB)*

Please advise details for Commercial, Technical and Legal resources at the airline.

\* \* \*

9. By signing this Letter of Intent the parties acknowledge and agree that Lessor's ability to proceed with and consummate the transaction and to enter into the Lease with Lessee in respect to this transaction is subject to and expressly conditioned upon: (i) the continued availability of the Aircraft, (ii) the receipt by Lessor of all requisite corporate approvals as well as all necessary third party consents, (iii) submission by Lessee to Lessor of sufficient information to allow Lessor to assess the financial and commercial condition of Lessee, present and future, and Lessor being satisfied in its sole discretion with such financial and commercial condition, and (iv) completion of satisfactory transaction documentation including other terms not stated herein which are normal to such transactions.
10. This Letter of Intent is valid for acceptance on or before *TSG31*. Please indicate your agreement by signing the attached counterpart of this Letter of Intent at the place indicated below and returning it to us by then.

Yours sincerely,

11 *Deal Sponsor from Deal Set up on DMS*

To indicate our agreement to the terms and conditions of this Letter of Intent, we have signed below:

12. On behalf of *TSG4*

\_\_\_\_\_  
Name:

Title:

Date: \_\_\_\_\_, 200\_\_

**Summary Term Sheet**  
**Strictly Confidential to Addressee**

Ref: TSG1  
 Date: TSG1(a)

13. Lessee: TSG4  
 14. Lessor: TSG4(a)  
 15. Aircraft Type: TSG2  
 16. Aircraft Serial Number: TSG3  
 17. Date of Manufacture: TSG3  
 18. Engine Type: TSG3  
 19. Lease Term: TSG6  
 20. Rent: Month 1 to 6 : TSG7  
 Month 7 to 12: TSG7

*Need to select full rental paragraph based on TSG7(d) from any one or more of:*

**Rent Option 1**

*For floating rate transactions*

US\$[ ] [per Aircraft] per month in advance based on an assumed USD LIBOR borrowings for [six] months ("Cost of Funds") of [ %] per annum. Rent will be adjusted for changes from the assumed Cost of Funds, which shall be established by reference to the Bloomberg BBAM1 page on actual Delivery Date of the Aircraft and reset thereafter two (2) days prior to the commencement of the next [six]-month Rental fixing period.

**Rent Option 2**

*For fixed rate transactions*

[US\$ [ ] [per Aircraft] per month in advance based upon a rate for a [Lease Term]-year US dollar fixed interest rate swap (as determined by Bloomberg Screen IRSB17(Ask Rate) of [ %] per annum ("Cost of Funds"). Rent will be adjusted for changes from the assumed Cost of Funds two days prior to the Scheduled Delivery Date of the Aircraft.

**Rent Option 3**

*[for fixed rent not requiring further adjustment –*

Lessee shall pay US\$ [ ] [per Aircraft] per month in advance.]

**Rent Option 4**

*[power by the hour]*

For the period [ ] to [ ] ("PBH Period"), Lessee shall pay Rent equal to \$[ ] ("PBH Rate") multiplied by the number of Flight Hours operated by the Aircraft during the relevant month, subject to a minimum Rent of \$[ ] [and maximum Rent of \$[ ]] per one calendar month.

**Rent Option 5**

*(Where lessee is to have option to change to fixed rent from floating rent)*

The Lease would allow Lessee an option to fix the floating rent at an agreed time, in line with Lessor's quote for cost of fixed funds

(including any forward fixing costs) whilst preserving the same transaction economics for Lessor.

21. **Security:** TSG8(a) by way of TSG8(b)
22. **Scheduled Delivery Date:** TSG5
23. **Delivery Location:** TSG15, or such location to be agreed by Lessor and Lessee
24. **Registration:** TSG16
25. **Redelivery Location:** TSG18, or such location to be agreed by Lessor and Lessee

26. **Supplemental Rent:**

Based on an assumed hour to cycle ratio of TSG9(b) and an annual utilisation of TSG9(a) flight hours for the aircraft.

US\$ per flight hour

<b>Airframe D check or equivalent</b>		TSG9(e)
<b>Engine off-wing refurbishment</b>	per engine	TSG9(f)
<b>Engine Life Limited Parts</b>	per engine	TSG9(f)
<b>Landing gear overhaul</b>		TSG9(g)
<b>APU refurbishment</b>		TSG9(h)

27. **Delivery Conditions**

- Configuration:** First Class TSG21(a), business Class TSG21(a), Tourist/Coach Class TSG21(a).
- Airframe:** Ex a block TSG21(b) check in accordance with previous operator's maintenance program[me].
- Engines:** Not less than TSG21(c) cycles of life remaining to the next expected removal.
- Components:** Not less than TSG21(d) flight hours and TSG21(d) cycles and TSG21(d) months of life remaining, as applicable, to the next scheduled removal in accordance with the previous operator's maintenance program[me].
- APU:** Not more than TSG21(e) flight hours since last gas path refurbishment.
- Airworthiness Directives:** In compliance with all airworthiness directives issued prior to the Delivery Date requiring compliance within TSG17 days after delivery.
- Livery Painting:** TSG21(g)
- Demonstration Flight:** At delivery Lessor will provide a demonstration flight not exceeding two hours in duration.
- ETOPS:** In compliance with manufacturer's recommendations for TSG21(f) minutes ETOPS operations

28. **Redelivery Conditions**

- Configuration:** As at delivery or as reasonably requested by Lessor.
- Airframe:** Ex a block TSG22(a) or annual check in accordance with the maintenance program[me].
- Engines:** Not less than TSG22(b) cycles of life remaining to the next expected removal.

Components:	Not less than TSG22(c) flight hours and TSG22(c) cycles and TSG22(c) months of life remaining, as applicable, to the next scheduled removal in accordance with the previous operator's maintenance program[me].
APU:	Not more than TSG22(d) flight hours since last gas path refurbishment.
Livery Painting:	Painted in an external livery to be advised by Lessor or TSG22(f)
Export:	The Aircraft will have a valid export certificate of airworthiness issued by the Air Authority.
ETOPS:	In compliance with manufacturer's recommendations for TSG22(e) minutes ETOPS operations.

**29. Options****29(a) Early Termination Option**

Lessee shall have the right to terminate the leasing of the Aircraft on TSG10(a) provided that notice is given in writing TSG10(a) months prior to the Early Termination Date.

**29(b) Extension Option**

Lessee shall have the right to extend the Term of the Lease by TSG10(b) months provided that notice is given in writing TSG10(b) months prior to the Original Termination Date.

**29(c) Purchase Option**

Lessee shall have the right to Purchase the Aircraft on TSG10(c) for an amount equal to US\$TSG10(c) provided that notice is given in writing TSG10(c) months prior to the Exercise Date.

**29(d) Euro Option**

Lessee would have an option to pay Rent in euro instead of Dollars. Such euro rent would be based on Lessor's cost of funds and exchange/swap rates and would be adjusted for changes from the assumed cost of funds, identifying a formula showing the effect of an increase or decrease in € of the US\$ swap rate, the US\$/€ exchange rate and the swap rate.

TSG7(c) ]

**30. [Lessee] Aircraft Modifications**

The following modifications will be accomplished prior to the Delivery Date:

<u>Mod</u>	<u>Cost</u>	<u>For Account of:</u>
TSG23	TSG23	Lessor/Lessee (TSG23)

Lessor shall contribute US\$TSG24(a) to the cost of such modifications. Lessee shall repay Lessor for the cost of such modifications at the rate of TSG24(b)% of the cost of such modifications per month over the Lease Term.

**31. Insurance:**

a)	Hull Value	TSG11
b)	Deductible	TSG12 maximum
c)	Liability	TSG13 minimum
d)	<b>PRI:</b>	Lessor shall effect and maintain repossession insurance during the term at Lessee's expense. (DO NOT PRINT BLANK TEXT IF NOT APPLICABLE)

**[Airline]**

**Ref: GENERATE TERM SHEET SPECIFICATION**

***This does not constitute a offer or agreement to lease and is subject for example to the continued availability of the aircraft, approvals for Lessor and Lessee and the conclusion of an Aircraft Specific Lease Agreement.***

The Summary term sheet must be read in conjunction with the terms of the Letter of Intent and the following notes.

32. **Security:** The level of security indicated may change dependent upon the information to be supplied by Lessee to Lessor for Lessor's assessment.

33. **Deposit:** The deposit is payable in cash by wire transfer as follows:

(i) US\$100,000 on acceptance of this Letter of Intent.

(ii) 30% on the earlier of (a) the signing by Lessee of the Lease for the Aircraft and (b) 30 days from the date of Lessee's acceptance of this Letter of Intent.

(iii) The balance prior to the Delivery Date.

On satisfaction of all the terms of the Lease, Lessor shall refund the amount of the deposit at lease expiry.

34. **Letter of Credit:** The letter of credit must be issued in a form and by a bank acceptable to Lessor and, if requested by Lessor, confirmed at Lessee expense by a major international bank satisfactory to Lessor.

35. **Guarantee:** The Guarantee must be issued in a form and by a Guarantor acceptable to Lessor.

36. **Rent:** Lease Rentals are based on the manufacturer's price for the Aircraft in TSG7(a) and will be adjusted, the amount to be advised on or prior to the actual Delivery Date, to reflect the increase in the manufacturer's price to Lessor from then to the actual Delivery Date of the Aircraft (and any weight increase from the minimum requested by Lessee).

37. **Scheduled Delivery Date:** this is an estimation only but Lessor will keep Lessee advised of actual delivery month and delivery day at relevant agreed intervals. .

38. **Net Lease :** The lease will be a "net" lease. Lessee's obligation to pay Rent and perform all of its other obligations is absolute and unconditional.

39. **Assignment.** Aircraft ownership interest and leasehold interest shall be freely transferable and assignable by the owner(s) of any such interest at all times. Lessee shall have no right either to sublease the Aircraft or to assign any interest it may have in the Lease to any person or entity without Lessor's prior written consent. [TSG28(a) – However Lessee and Lessor shall seek to agree a list of airlines which Lessor shall pre-approve as sub-lessees, subject to there being no material changes and subject to satisfactory terms, for example as to subordination, insurance, duration of sub-lease and operating limits]. [TSG28(b) - Short term wet leasing will be permitted subject to satisfactory safeguards, for example as to no change of operational control and satisfactory insurance cover.]

In connection with any proposed sublease, upon receiving an invoice from Lessor, Lessee shall pay a fee of TSG29 to Lessor to defray Lessor's costs of evaluating the proposed subleasing arrangement; such fee shall be payable to Lessor whether or not Lessor ultimately consents to any such sublease.

Lessor reserves the right to leverage its leasehold interest, or to put in place such other funding or other arrangements whatsoever as Lessor may consider necessary or desirable, on or after delivery. Lessee agrees to cooperate with any such arrangements and to execute all documents reasonably requested by Lessor in that connection.

40. **Supplemental Rent:**

a) Lessee shall pay Supplemental Rent [depends on TSG9(d)] [monthly in arrears on the fifteenth day of each month for the hours flown in the previous month].

[Where TSG(9) (d) calls for letter of credit to secure maintenance contribution at lease end:

To secure its payment obligations for maintenance contributions at lease end, Lessee will provide Letters of Credit to Lessor's satisfaction, at the times and in the total principal amounts as follows:

the date falling [ ] months after delivery - \$  
 the date falling [ ] months after delivery - \$  
 the date falling [ ] months after delivery and thereafter -\$

b) Supplemental Rent is subject to annual escalation of TSG9(c) per annum and is also subject to adjustment where the hour to cycle ratio or the annual utilisation changes.

c) TSG25(a) Subject to actual receipt of Supplemental Rent from Lessee, provision of satisfactory invoices and supporting documentation, and verification that the work is completed and in accordance with the relevant approved maintenance programme, Lessor shall contribute towards the cost of completion of each identified maintenance task in amounts not exceeding the applicable Supplemental Rent paid by Lessee in respect of the completion of that maintenance task.

d) Insert additional paragraph based on TSG25(b) –

If [at the first maintenance event] the supplemental rent paid for a particular maintenance event is insufficient to cover the amount of the relevant invoice, Lessee shall be entitled to a credit against future supplemental rent on that event, to the extent of the shortfall taking account of any contributions already made by Lessor.

#### 41. Taxes:

a) TSG27 All payments by Lessee shall be made free and clear of all taxes and duties, including withholding tax, sales, use, and excise taxes, VAT and income taxes. All taxes, other than taxes on the income of Lessor in its home jurisdiction shall be the responsibility of Lessee.

b) TSG27(b) Lessee will indemnify Lessor on an after-tax basis for the loss of certain U. S. income tax benefits including accelerated depreciation for tax purposes and foreign tax credits that may be caused by use or operation of the Aircraft outside the United States or by foreign users or operators.

c) TSG27(c) Lessee will indemnify Lessor on an after-tax basis for the loss of certain U.S. income tax benefits available because of the use of a foreign sales corporation by Lessor that may be caused by Lessee's use or operation of the Aircraft or by Lessee's making certain changes to the Aircraft contrary to restrictions to be set forth in the Lease.

42. **Maintenance:** Lessee shall be responsible at its cost for all Maintenance required for the Aircraft during the Lease Term, including compliance with all airworthiness directives and mandatory orders requiring compliance during the Lease Term or during the TSG17 days following re-delivery. Lessee shall provide Lessor with details of its Maintenance programme and performer for review prior to execution of lease documentation. [AD sharing paragraph TSG19 & 20 Airworthiness Directive costs in excess of \$[threshold from TSG19] would be shared between Lessor and Lessee based on a factor of [factor from TSG20] months life of the Airworthiness Directive - ]

43. **Insurances:** Lessee shall be responsible, at its expense, for the maintenance of hull, war risk, and liability insurances with insurers on terms acceptable to Lessor. Spares insurance at a level appropriate to the size of Lessee's operations will also be required.

44. **No Brokers:** Neither Lessor nor Lessee has engaged the services of a broker or similar representative agent for purposes of this transaction. Each party shall represent to the other the absence of such brokers and indemnify the other with respect to any breach of such

representation. is currently the manager of Lessor's assets identified in this Letter of Intent.

45. **Costs and Expenses:** Lessee shall be responsible for all costs associated with perfecting the Lease in the state of registration, the state of habitual base of the Aircraft (and other states as appropriate given the operation of the Aircraft), including (but not limited to) the provision of legal opinions, tax advice, stamp duties, translations and registrations, whether required by Lessor or Lessee. Lessee shall also be responsible for all costs incurred by Lessor (and the owner of the Aircraft if other than Lessor) in connection with the enforcement or preservation of Lessor's (and such owner's) rights-under the Lease.

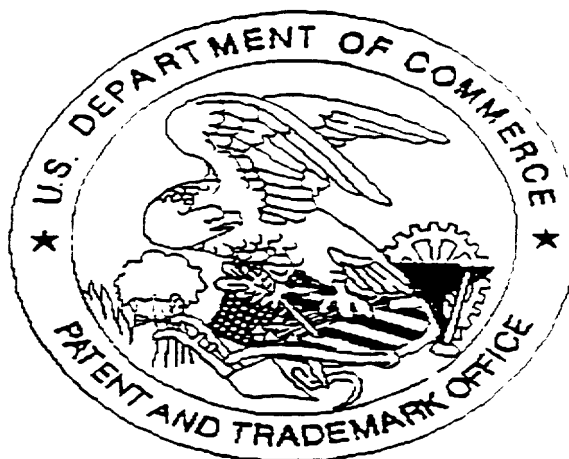
*[In addition to being responsible for its own costs and expenses, Lessee shall make a contribution of TSG29(a) towards Lessor's costs and expenses associated with the negotiation and documentation of this transaction which amount shall be paid in cash [on acceptance of this Letter of Intent][on the earlier of (a) the signing by Lessee of the Lease and (b) 30 days from the date of Lessee's acceptance of this Letter of Intent][two days prior to the Delivery Date]. ] No -- this para becomes unnecessary if zero contribution]*

46. **Payments**

Payments by Lessee shall be made by wire transfer to TSG30.



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